

# The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

NOVEMBER 21 1959



**DRUG EXTRACTS**

Stafford Allen & Sons offer the longest experience in the preparation of fine medicinal extracts. Our high vacuum concentration process ensures full therapeutic activity. We manufacture liquid, granulated, powdered and standardized extracts; also concentrated extracts for the preparation of tinctures, infusions, liquid extracts, emulsions, confections, etc., etc.

May we quote you for your requirements?



**Stafford Allen & Sons**

# BONUS!

## Glymiel

**BONUS OFFER  
EXTENDED UNTIL DEC. 4th  
ORDER NOW!**

<b>10%</b>	on minimum order of	<b>£10 : 0 : 0</b> (List Value)
<b>7½%</b>	on minimum order of	<b>£5 : 0 : 0</b> (List Value)
<b>5%</b>	on minimum order of	<b>£3 : 10 : 0</b> (List Value)

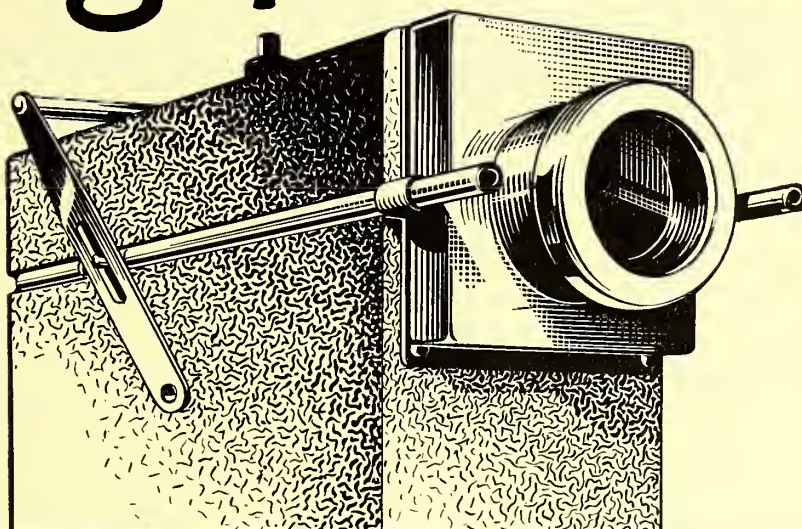
-----This Special discount offer is subject to 30 days cash-----

INCREASE YOUR STOCK OF GLYMIEL NOW AND TAKE  
ADVANTAGE OF BONUS OFFER AND GREATER DEMAND!

OSBORNE, BAUER & CHEESEMAN  
**AGENTS Sangers Ltd.**

258, EUSTON ROAD, LONDON, N.W.1. BRANCHES NEWCASTLE, BRISTOL

# here's a natural for your photographic counter



the

## **IVETTE** **TWIN**

PROJECTOR & VIEWER

At £6.17.6 the *Ivette Twin* Projector was tailor made for the Chemists' photo trade.

At £6.17.6 the *Ivette Twin* comes within reach of every colour enthusiast.

At £6.17.6 the *Ivette Twin* combines all sales for viewers and projectors in one easy-to-sell instrument.

In the *Ivette Twin* popularly priced colour photography has at last been matched with a popularly priced projector.

£6.17.6 includes everything: lamp, carrying case and table viewing attachment, and mains transformer for all voltages.

No other projector in this price bracket has the double selling feature of the *Ivette Twin*.

Brilliant 2' 6" picture by forward projection. Sparkling 6" x 6" enlargements when used as a table viewer.

# £6.17.6

Here's the line which can maintain your winter photo sales at summer levels. Make sure of your Christmas gift supplies NOW. If your usual wholesaler can't supply, write to :

ADEMCO LTD., 26 STAMFORD STREET, LONDON, S.E.1

WATERloo 3484

*Soreness here . . . ?*  
*remedy*  
*here . . .*



#### PRE-WINTER BONUS OFFER

October 1st to November 30th.

12 tubes for the price of 10.

Minimum order—12 tubes.

This special display outer containing one dozen tubes of 'Zynocin' is offered to you at Bonus Terms stated above giving a profit of 20s. 0d. for an initial outlay of 25s. 0d.

A compelling new counter showcard is available on request.

**PROFIT—1s. 8d. !**  
**per tube !**

# 'Zynocin'

TRADE MARK

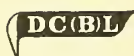
the antibiotic lozenge with  
 the NICEST flavour

- \* The only lozenge containing xanthocillin—the new wide-spectrum antibiotic intended solely for topical use.
- \* Delightfully fruit flavoured—totally free from traditional 'medicinal' taste.
- \* Contains benzocaine too—for prompt and prolonged relief of pain and discomfort.

TRADE PRICE: 2s. 6d. per tube of 12 lozenges.

RETAIL PRICE: 3s. 9d.

ORDER NOW FROM YOUR USUAL  
 WHOLESALER

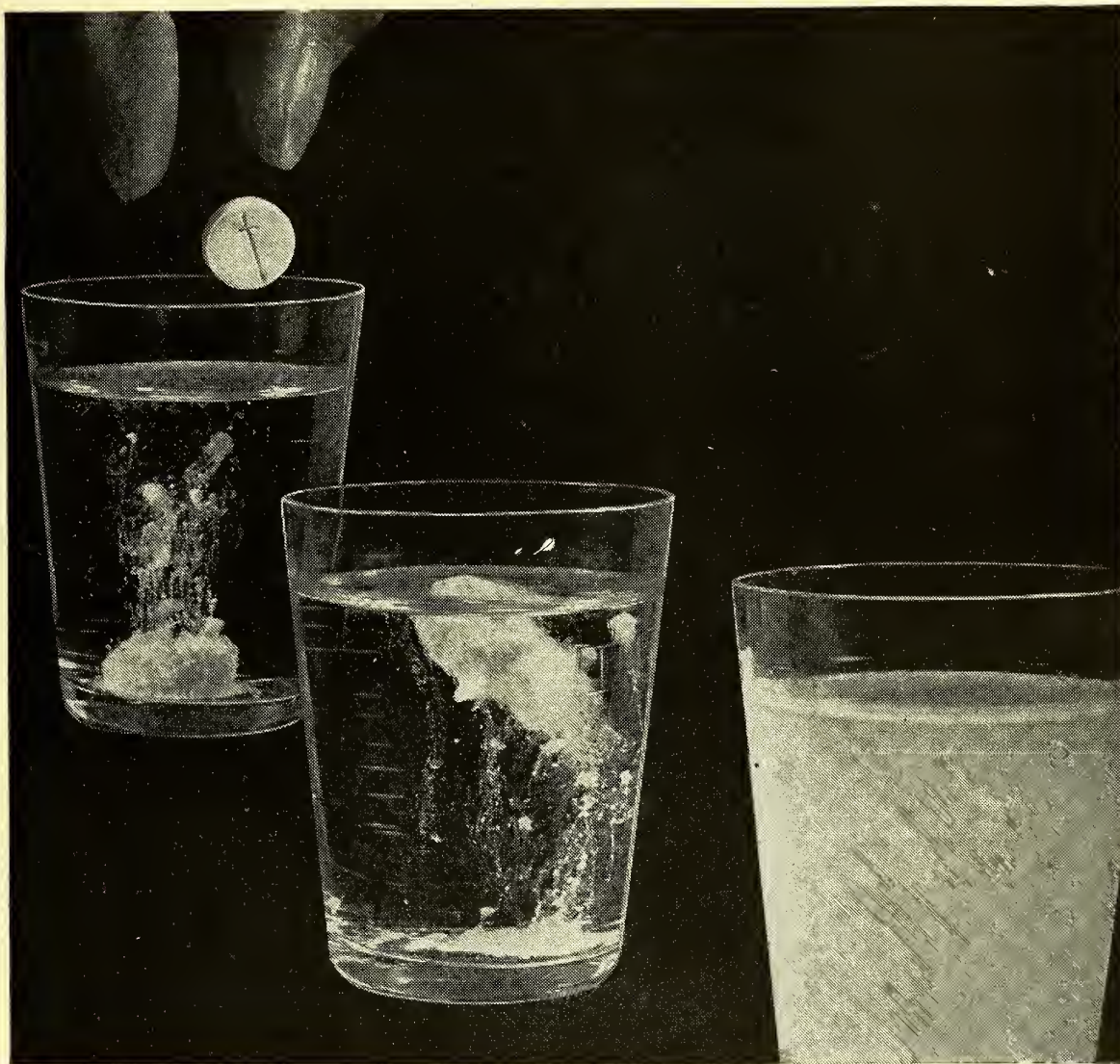


THE DISTILLERS COMPANY (Biochemicals) LIMITED

Broadway House, The Broadway, Wimbledon, London, S.W.19

Telephone: LiBerty 6600

Owners of the trade mark 'Zynocin'



## SOLPRIN · CODIS · CAFDIS

Their place to-day

General acceptance won by Solprin, Codis and Cafdis is due to their aspirin content being soluble and substantially neutral. Consequently all three are quick acting and are far less likely to upset the stomach.

Medical opinion to-day is overwhelmingly in support of soluble aspirin. This is why doctors prescribe Solprin, Codis or Cafdis, and this is why the chemist dispenses them so often.



*Neutral soluble  
aspirin.*



*Soluble aspirin  
with codeine and  
phenacetin.*



*Soluble aspirin,  
phenacetin and  
caffeine.*

THE *"Eesiness"*  
RANGE OF ELASTIC HOSIERY  
will cover all your needs

- "Eesiness"* ● Two-Way Stretch Elastic Yarn N.H.S.
- "Eesinet"* ● Elastic Net in Nylon or Cotton N.H.S.
- "Eesilite"* ● Lightweight Nylon Elastic Yarn N.H.S.
- "Eesimesh"* ● Seamless Nylon Net.

also

One-Way Stretch in Seamed and Seamless

Write for details and Measure Forms

**E. SALLIS LTD.**

VERNON WORKS • BASFORD • NOTTINGHAM

Phone: NOTTM. 77841/2

Grams: "EESINESS NOTTM."

## Now winter is upon us

### STOCK BESORBON BY THE DOZEN

Obtain the impulse selling counter unit free. In this cold ridden, catarrhal weather, it's bound to bring you extra business.

### NOT A TOBACCO

Besorbon is a purely medicinal snuff. It is scientifically formulated of safe and proven remedies. When you recommend Besorbon you recommend effective fast relief.

it's big selling for

## BESORBON

REGD. TRADE MARK

### MEDICINAL SNUFF

KEMSALES LTD. • EASTCHEAP • LONDON E.C.3

"OH! MR. WHOLESALER . .

alter my order please to three of the

### NEW ONE DOZEN NIGROID DISPLAYS

they're selling so well. My customers seemed to forget about Nigroids when I kept some loose in a drawer, but they sell magnificently from the smart new counter display pack, encouraged of course by national advertising and I do like to support a quality product that is a 'Chemist only' line."

## BURROUGH'S ABSOLUTE ALCOHOL

JAMES BURROUGH LTD. 1 CALE DISTILLERY LONDON S.E.11

Top-Selling Rodenticides

## RODINE

Rodine Phosphorus, Rodine Red Squill, Rodine Warfarin (Ready-to-use or Concentrate), and Special Rodine Mouse Warfarin.

THOMAS HARLEY LTD., RODINE WORKS, PERTH, SCOTLAND

# ITONA

## SUGAR CANE MOLASSES

packed in glass jars  
for convenience and  
better protection.

Available in various sizes.

SELLING AGENTS

### JEFFREYS, MILLER & CO. LTD.

LEYLAND MILLS WIGAN

# INDEX TO ADVERTISERS

Ademco, Ltd. ....	1	Easipower (Appliances), Ltd. ....	38
Allen, Stafford, & Sons, Ltd. ....	Front Cover	Farley's Infant Food, Ltd. ....	36
Antigen, Ltd. ....	36	Fibrenyle, Ltd. ....	8
Beatson, Clark & Co., Ltd. ....	37	Fletcher & Farlow, Ltd. ....	52
Bedeman, Charles, Ltd. ....	26	Furman, B. N. (Productions), Ltd. ....	46
Boots Pure Drug Co., Ltd. ....	9	General Electric Co., Ltd. ....	39
Bradley & Bliss, Ltd. ....	24	George, Ernest J., & Co. ....	Classified Section
British Drug Houses, Ltd., The ....	6	Glaxo Laboratories, Ltd. ....	5
British Dyewood Co., Ltd. ....	46	Golden, Ltd. ....	12
Brook, Parker & Co., Ltd. ....	52	Haetam, Ltd. ....	46
Brown, N. C., Ltd. ....	40	Halex ....	35
Brown, Neville & Co., Ltd. ....	14, 15	Hampshire, F. W., & Co., Ltd. ....	32, 33
Burrough, James, Ltd. ....	4	Harley, Thomas, Ltd. ....	4
Burroughs Wellcome & Co. ....	Interleaved Edit., 461	Illingworth, E., & Co., Ltd. ....	25
Cadbury Brothers, Ltd. ....	29	Ilon Laboratories ....	46
Carnegies of Welwyn, Ltd. ....	24	Jackson, Ernest, & Co. ....	40
Ciba Laboratories, Ltd. ....	22	Jeffreys, Miller & Co., Ltd. ....	4
Cole, E. K., Ltd. ....	30		
Cox, Arthur H., & Co., Ltd. ....	Cover iv		
Cuxson, Gerrard & Co., Ltd. ....	8		
Daniel, Richard, & Son, Ltd. ....	23		
Distillers Co. (Biochemicals), Ltd. ....			
	Interleaved Edit., 462, 2, 34		

(continued overleaf)

## GLAXO LABORATORIES

Leading producers of **VITAMIN**

**OFFER**

**PURE CRYSTALLINE SUBSTANCE**

**B<sub>12</sub> TRITURATES**

**B<sub>12</sub> SOLIDS**

**B<sub>12</sub>**

**FOR ALL PHARMACEUTICAL PURPOSES**

**Pure—stable—high biological activity**



**BULK SALES DEPARTMENT, GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX. BYRON 3434**  
*Subsidiary Companies or Agents in most countries*

# INDEX (cont.)

Jeyes-Ibco-Sales, Ltd. ....	36	Philippe, André, Ltd. ....	7
Johnsons of Hendon, Ltd. ....	45	Philips Electrical Appliances Division ....	20, 21
Kellys, John (London), Ltd. ....	42	Ransom, Wm., & Son, Ltd. ....	17
Kemsales, Ltd. ....	4	Rapidol, Ltd. ....	42
Lastonet Products, Ltd. ....	16	Reckitt & Sons, Ltd. ....	3
Lincoln Chemicals, Ltd. ....	31	Regna Cash Register Co., Ltd. ....	Cover iii
Macarthy's (Wholesale Chemists), Ltd. ....	7	Riddell Products, Ltd. ....	40
Macdonald & Son, Ltd. ....	10, 11	Robinson & Sons, Ltd. ....	44
Manesty Machines, Ltd. ....	23	Sallis, E., Ltd. ....	4
Martindale, W. M. (Wholesale), Ltd. ....	29	Sangers, Ltd. ....	Cover ii
May & Baker, Ltd. ....	18, 19	Scott & Turner, Ltd.—Andrews ....	13
Medico-Biological Laboratories, Ltd. ....	52	Scott & Turner, Ltd.—Droxalin ....	27
Nigroid Ferris, Ltd. ....	4	Searle, G. D., & Co., Ltd. ....	47
Orridge & Co. ....	Classified Section	Silvikrin Laboratories, Ltd. ....	41
Pfizer, Ltd. ....	28	Souplex, Ltd. ....	42
		Surgical Hosiery Co., Ltd. ....	30
		Trapow, D., & Co., Ltd. ....	34
		Vitamins, Ltd. ....	Interleaved Edit., 446
		Washington Chemical Co., Ltd. ....	43



## The modern approach to cough control

'Pectamol' Linctus and 'Tussimol' Cough Pastilles derive their effectiveness from oxeladin citrate, a product of B.D.H. research. Oxeladin is an entirely new type of cough suppressant acting directly on the medullary centre.

**'TUSSIMOL'**  
TRADE MARK  
COUGH PASTILLES

**'PECTAMOL'**  
TRADE MARK  
LINCTUS

Pleasantly flavoured pastilles that deal effectively with the dry 'tickling' cough.

TRADE: per dozen tins 23/9  
RETAIL: 2/8 each—exempt P.T.  
Special winter bonus terms for direct orders.

For specific cough suppression with local demulcent effect. Non-narcotic. Safe for children.

	TRADE	RETAIL
60 ml.	2/6	3/9
250 ml.	8/9	—
2 litres	56/1	—

THE BRITISH DRUG HOUSES LTD. LONDON N.1



# The Pharmaceutical Cornucopia

*"Here, indeed, is the modern role of the pharmacist,  
to keep abreast of the new wealth that pours  
out from our research laboratories"*

C. & D. September 13, 1958, p. 265

To keep abreast of the "new wealth" referred to in our quotation the modern pharmacist needs not only a high standard of professional knowledge but also the assistance of an efficient and understanding wholesale service backed by a complete stock range.

Telephone: Romford 46021, LEE Green 4355, or WILlesden 1200  
for details of our Van or Postal Service.

**MACARTHYS**  
(WHOLESALE CHEMISTS) LTD



## André Philippe

**NEW**

**Dimple Bottle Bubble Bath**

**ORDER THIS**

**BEST SELLER**

**NOW!**

In four delightful colours:-  
Old Gold, Emerald Green, Lagoon Blue,  
Coral Red. Fragrantly perfumed.

**An exceptionally moderate priced**

**Christmas Gift**

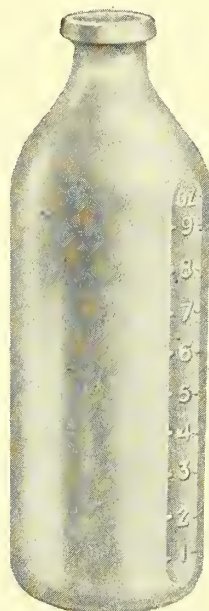
Packed 1 Doz. assorted colours **12/-** per doz. plus 25% P.T. Retail Price **1/9**

Show material available—**DELIVERY BY RETURN**

**ANDRÉ PHILIPPE LIMITED**

**16 COSWAY STREET, MARYLEBONE, LONDON, N.W.1.** Telephone: Paddington 6502  
or through your usual wholesaler. We shall be pleased to send you a complete price list on request





Narrow Neck  
Feeding Bottle **RETAIL 2/6**

**"Skylon"**

**THE ORIGINAL  
POLYTHENE  
FEEDING BOTTLES**

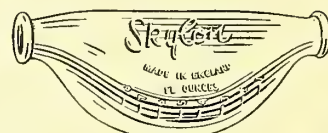
Hygienic, tasteless, odourless, unaffected by foodstuffs. Standard valves and teats fit narrow neck and boat-shape bottles. Sterilizing instructions with each bottle.

Obtainable from  
your usual  
Wholesaler



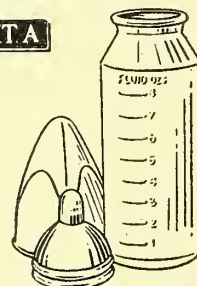
**FIBRENYLE**  
L I M I T E D  
**157 DUKES ROAD, LONDON, W.3**  
ACORN 8073-4

By far the best value for this type of product



Boat-shaped  
Feeding  
Bottle **RETAIL 2/8**

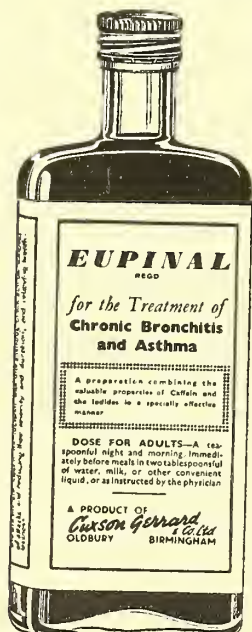
**PATA**



Dual Purpose  
Feeding Bottle  
with No-germ  
Cap **RETAIL 4/4**

IACW/CD/4

# For **CHRONIC BRONCHITIS** AND **ASTHMA**



Very profitable and regularly repeating counter sales can be built up with Eupinal, a line which has been successfully prescribed for many years.

We have received many letters of gratitude from sufferers who have obtained relief, and recommend you to feature this line prominently this Autumn and Winter.

Eupinal contains the valuable properties of Caffeine with those of Iodides in an effective and stable form, and is suitable for children and adults. It is not a sedative and contains no poisons. In addition to being safe, it is effective—relieving mild Broncho-spasm and acting as an expectorant, thus helping to check the course of the disease.

**EUPINAL** FROM  
CHEMISTS  
ONLY

4 ozs. TRADE: 28/- + 7/- P.T. Doz. Retail 4/2 each.

8 ozs. TRADE: 50/- + 12/6 P.T. Doz. Retail 7/4 each.

Also available with Ephedrine.

A PRODUCT OF **Cuxson, Gerrard & Co. Ltd.** OLDBURY, BIRMINGHAM



For insomnia

an **ENTIRELY NEW**  
hypnotic

# MELSEDIN

**Melsedin will  
be advertised to the  
Medical Profession in  
the medical press,  
by direct mailing,  
and personal  
representation.  
A heavy prescription  
demand is anticipated  
BE READY TO MEET  
THIS DEMAND**

**Produces natural sleep**

**Free from the disadvantages of barbiturates**

**Non-habit-forming**

MELSEDIN—methaqualone hydrochloride—is a new non-barbiturate hypnotic which produces natural sleep and is often effective where other hypnotics have failed. MELSEDIN is of low toxicity, quick-acting—within 15–30 minutes—and its effect lasts for 6–8 hours. Side-effects are negligible; rapid excretion obviates cumulative effects, and neither tolerance nor addiction has been demonstrated in MELSEDIN therapy. MELSEDIN is an entirely new product chemically unrelated to all other hypnotics. It is the ideal alternative to barbiturates in the treatment of insomnia.

## MELSEDIN

Supplied in tablets of 150 mg.

BASIC N.H.S. PRICES	containers of 25 – 5/- (Plus P. Tax)
	containers of 100 – 15/- „
	containers of 500 – 60/- „

MELSEDIN is available from your usual wholesaler or from Wholesale Division

**BOOTS PURE DRUG COMPANY LIMITED, STATION STREET, NOTTINGHAM**  
Telephone: Nottingham 56111

AND 71 FLEET STREET LONDON E.C.4 TELEPHONE FLEET STREET 0111



**Certor**  
REGD.

SURGICAL DRESSINGS B.P.

**Mansil**

HOSPITAL COTTON WOOL

The quality and  
dependability  
of these  
Film-wrapped  
Dressings  
really add to the  
prestige and  
service of your  
pharmacy



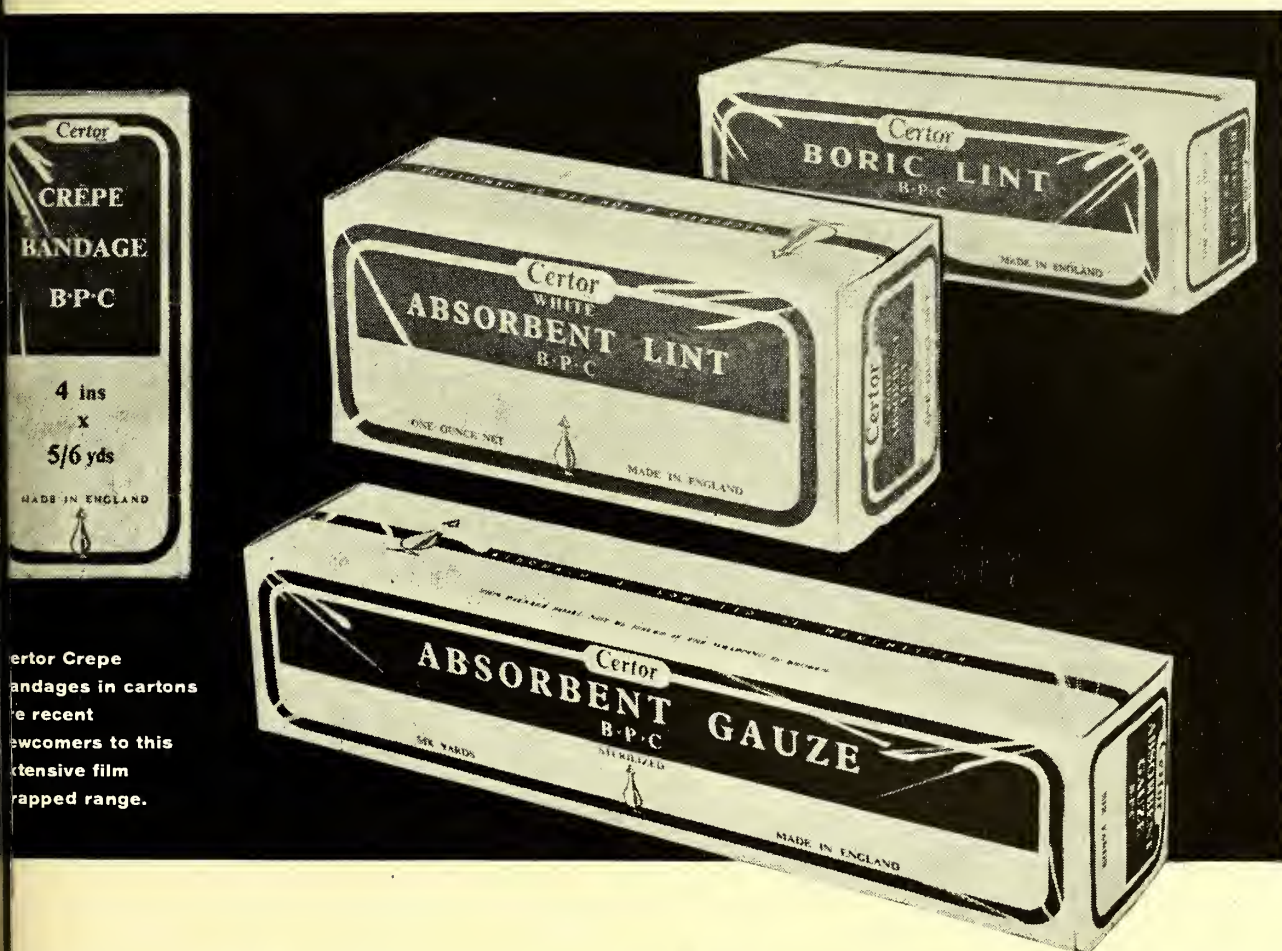
**Certor**  
REGD.

Absorbent Cotton Wool in Blue cartons  
Absorbent Lint in Green cartons  
Boric Lint in Red cartons  
Absorbent Gauze in Maroon cartons  
Crepe Bandage in Orange cartons

**Mansil**

Hospital Cotton Wool in  
Pale Blue cartons

- \* Quality tested
- \* Carton packed for longer life
- \* Film wrapped for extra protection
- \* Heat sealed for greater hygiene
- \* Coloured for quicker identification



Certor Crepe  
bandages in cartons  
are recent  
 newcomers to this  
extensive film  
wrapped range.

For your 1960 contract order the best

order **Certor** and **Mansil** dressings

**CDONALD & SON LTD · MANCHESTER & LONDON**  
**STAND MILL · ASHTON-UNDER-LYNE · LANCs · TEL: ASHTON-U-LYNE 4422**  
**25 HOLYWELL ROW · LONDON E.C.2 · TEL: BISHOPSGATE 4809**

# Recommend Brown-Glo to your customers who are going grey



*-it will be a big profit earner for you!*

BROWN-GLO is bringing about a revolution in the hair colouring field because it's the first absolutely harmless and semi-permanent way of bringing back natural colour to greying hair. Women *love* BROWN-GLO because there's nothing drastic about it, because if no further application is made the effects gradually fade with

normal shampooing and the hair resumes its natural appearance. Powerful national advertising is reaching the thirteen million women over 30 in this country, telling them these facts about BROWN-GLO. Catch their eye with the attractive packs and full colour showcards and you'll gain new—and continuing—business.

Trade price 31/- per doz.  
plus 50% tax  
Retails at 5/2 per tube

*Brown-Glo is available  
in six natural shades*


- DARK BROWN
- DARK WARM BROWN
- MID BROWN
- MID WARM BROWN
- LIGHT BROWN
- LIGHT GOLDEN BROWN

Recommend the shade  
nearest to your customer's  
own natural hair colour

## Brown-Glo

HARMLESS  
SEMI-PERMANENT  
COLOURING

(Sister product of Color-Glo)

Colours Greying Hair to a natural shade of Brown A creation of  L'OREAL · PARIS

Manufactured and distributed by: **GOLDEN LIMITED**, 7 Grosvenor Street, London W.1. Hyde Park 1671  
Republic of Ireland enquiries to: **Lilmar Pharmaceuticals Limited**, Santry, Dublin

# EXTRA OUT OF ANDREWS



## - IF YOU HURRY!

**NOVEMBER  
30<sup>TH</sup>**  
IS THE LATEST DATE  
TO QUALIFY FOR  
**ANDREWS  
AUTUMN  
BONUS**

**DON'T LEAVE IT TOO LATE**

Retailers—your bonus is on orders placed for delivery any time up to the end of November.

Andrews Advertising is brighter than ever. An entirely new campaign started on October 1st.

Large space Andrews advertisements will appear in all the leading National Daily and Sunday papers and in a long list of Magazines, including whole-pages in colour.

Stock up, be ready for the demand that will certainly follow this intensive advertising and qualify for the Andrews Autumn Bonus. Don't delay...

**SEND YOUR ORDER NOW!**

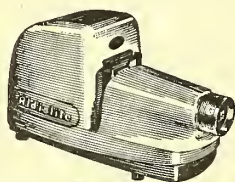


# Raise your average sale

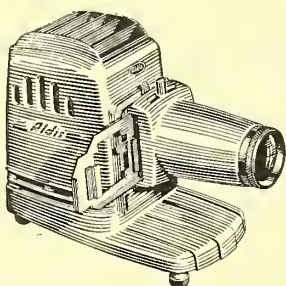
There's plenty of money about this year—it will be well worth the extra effort involved for you to stock and sell good photographic equipment, and so raise your average sale.

NEBRO products are well-known and well-advertised: the name is a guarantee of satisfaction for your customer and a safeguard for yourself. The ever-increasing interest in photography is making good equipment easier to sell at any season of the year, and particularly so at Christmas.

Stock the best equipment at the right price—NEBRO.



**ALDISLITE** projects a 5 ft. picture in an ordinary room, has 100w. illumination, and automatic slide ejection.  
100w. lamp £18/3.



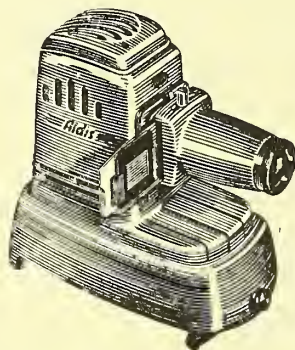
**ALDISETTE 2** is a convection-cooled 150w. projector with 8.5 cm. f/2.5 Anastigmat lens, giving a 5 ft. picture at 12 ft. or a much bigger picture in a larger room, with 2"x2" slide carrier.  
150w. lamp £11.9.

**ALDIS 500** has blower cooling and 500w. illumination. Complete with 8.5 cm. f/2.5 Anastigmat lens and 2"x2" slide carrier.  
£21.0.0

Also available with 10 cm. f/2.8 lens.  
500w. lamp £22.19.6

**ALDIS 5-STAR 1000** is designed to take 1000, 750, 300 or 250w. lamp. Powerful blower-cooling, 10 cm. f/2.8 Anastigmat lens and 2"x2" slide carrier.  
£29.18.6

Also available with 15 cm. lens.  
1000w. lamp £34.2.6

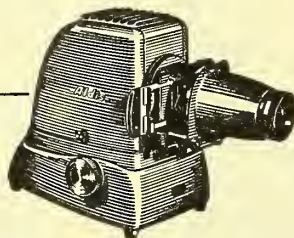


**ALDISETTE 3** is a blower-cooled projector with 300w. illumination, 8.5 cm. f/2.5 Anastigmat lens, on/off switch and 2"x2" slide carrier.  
£19.19.0

300w. lamp £1.13.0.

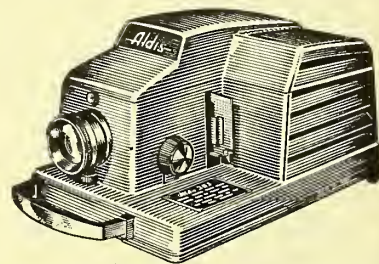
**SUPER ALDISETTE** gives even bigger and brighter pictures. Takes 500w. miniature lamp specially developed for this model, has suction cooling, 8.5 cm. f/2.5 Anastigmat lens, and 2"x2" slide carrier.  
£25.17.6

500w. lamp £2.2.0.



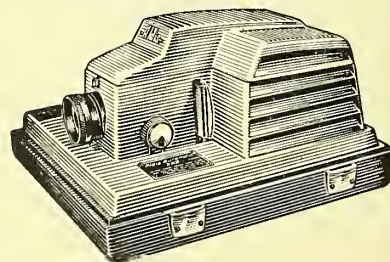
**ALDIS 300** is a convection-cooled 300w. projector with 8.5 cm. f/2.5 Anastigmat lens (giving a 5 ft. picture at 12 feet) and 2"x2" slide carrier.  
£16.16.0

Also available with 10 cm. f/2.8 lens.  
300w. lamp £1.14.3.



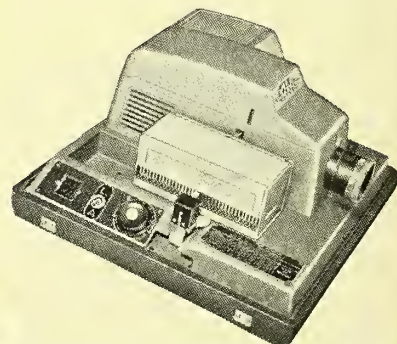
**ALDIS 303** has 300w. illumination, suction cooling, Aldaspheric optical system with 8.5 cm. f/2.5 Anastigmat lens and 2"x2" slide carrier. Complete with protective cover.  
£19.19.0

300w. lamp £1.13.0.



**ALDIS AUTOMATIC** has 500w. illumination, remote controls for focusing and slide changing, suction cooling, special Aldaspheric optical system. Complete with Airequipt magazine, carrying case and standard slide carrier.  
£37.17.6

500w. lamp £2.15.0.

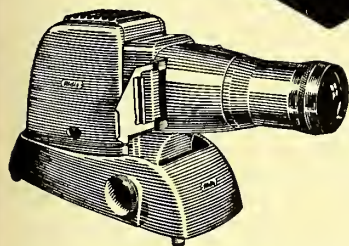


**ALDIS AUTOMATIC DE LUXE** has all the above features, plus a built-in interval timer which enables the projector to work itself. Complete with carrying case, Airequipt magazine, standard slide carrier and 500w. lamp.  
£52.10.0

PLACE YOUR

ORDERS NOW!

# sell **NEBRO** photo goods



**ALDIS SUPER SIX 300** projects both  $2\frac{3}{4}'' \times 2\frac{3}{4}''$  and 35 mm. transparencies. Maximum screen brilliance even in a normally-lighted room. With 6" f/2.8 Anastigmat lens and  $2\frac{3}{4}'' \times 2\frac{3}{4}''$  slide carrier. **£28.15.0**

300w. lamp £1.14.3. 2" x 2" slide carrier £1.17.0.

## ALDIS SUPER SIX 1000

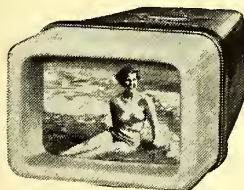
Designed for large halls and lecture rooms, has built-in blower unit and gives 1000w. illumination. With 6" f/2.8 Anastigmat lens and  $2\frac{3}{4}'' \times 2\frac{3}{4}''$  slide carrier. **£42.0.0**

1000w. lamp £3.2.0.



**AIREQUIPT** Automatic Slide Changer for trouble-free storage and projection of 2" x 2" slides. Fits Aldis projectors and many other makes. With one 36-slide magazine. **£4.15.0**

Extra magazines 14/9 each.



**ALDIS 'MAGICOLOR' VIEWER** enlarges 35 mm. or Bantam size transparencies four times. Complete with batteries and storage box to take viewer and 48 slides. **78/9**



**PAXETTE 1L** Precision-made 35mm. camera by Carl Braun of Nuremberg with f/2.8 extra wide aperture Enna-Werk Anastigmat lens. Prontor S.V.S. 9-speed light-value shutter, and super-luminous viewfinder. **£20.7.1**



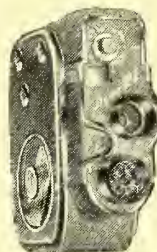
**PAXETTE 2L** has coupled rangefinder and is available with a choice of four f/2.8 lenses. Coupled wide-angle and telephoto lenses are also available. Prontor S.V.S. shutter and super-luminous viewfinder.

Prices from **£32.12.2**

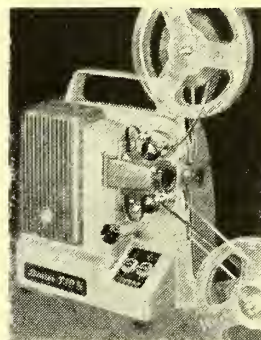


**FERRANIA IBIS 44.** An inexpensive, but exceptionally well-made camera, taking 12 pictures (4 x 4 cm.) on 127 roll film. Ferrania f/7.7 65 mm. acromatic lens: speeds 1/100, 1/50 and B. **£4.14.10**

**IBIS 34.** Similar in appearance and quality to IBIS 44 but takes 16 pictures (3 x 4 cm.) on 127 roll film. **£4.7.2**



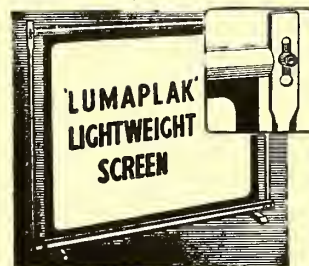
**BAUER 88B** is a double-eight cine camera with lens-coupled photocell exposure meter, Schneider Xenoplan f/1.9 lens, 4 speeds and single picture device. Parallax-corrected viewfinder. **£62.14.5**



**BAUER T 10 L 8 mm.** projector giving exceptionally large pictures in a small room. Kiptagon f/1.4 16 mm. lens, special optical system, 12v. 100w. lamp. **£39.0.0**

**T 10 S** With socket for synchronised sound coupling. **£45.0.0**

Protective cover 35/-



Easy to erect—sturdy construction—high quality finish—remarkable value. Stands on its own feet or may be hung from picture rail or hook. In matt white or glass-beaded finish, sizes from 26" x 20" to 83" x 63".

Prices from **£2.2.0**



Sole Wholesale Distributors:

## NEVILLE BROWN & CO. LTD.

77 NEWMAN ST., LONDON, W.1

Tel.: LAN 7161 (10 lines)

Trade Counter: 3 BERNERS MEWS, W.1 (rear of building)

**They  
trust  
YOU  
for  
sound  
advice...**

***so advise  
Lastonet***



WHEN a customer brings you in an E.C.10 prescribing Surgical Stockings, she seldom has any idea *which* stockings will ensure most benefit for her leg afflictions. She trusts *you* to advise her wisely. By ordering Lastonet Made-to-Measure Elastic Net Stockings you will be safeguarding both your customers' health, and your own present and future sales.

**Lastonet** are made *only* to individual measure — thus giving the maximum possible support, and perfect fit.

**Lastonet** are much more comfortable, due to the *airy-cool open weave* elastic net fabric.

**Lastonet** are now made with light resistant rubber, which lessens perishing and ensures prolonged retention of their perfect fit.

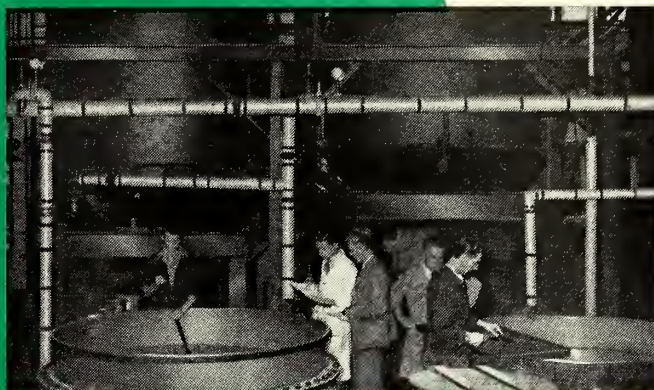
**Lastonet** bring you an excellent profit margin, and your customers will return to you for future prescriptions of these more efficient, more comfortable, better looking stockings.



Send for Display Material and Measurement Forms to: **LASTONET PRODUCTS LTD. CARN BREA, REDRUTH, CORNWALL**

## Call on Ransom's experience for your own trade processing

Did *you* know that your own raw materials can be processed to Ransom's high standards of excellence? When Ransoms process your materials — roots, barks, leaves, seeds, etc., you get all the benefits of Ransom's 100 years of specialised experience in the production of vegetable drugs and galenicals. Ransom's trade processing service is conducted under the supervision of qualified experts —and always in the strictest confidence. For proprietary products too, Ransom's offer a complete service from raw material to final packing. Whatever your processing problem — call in Ransoms and profit from their experience.



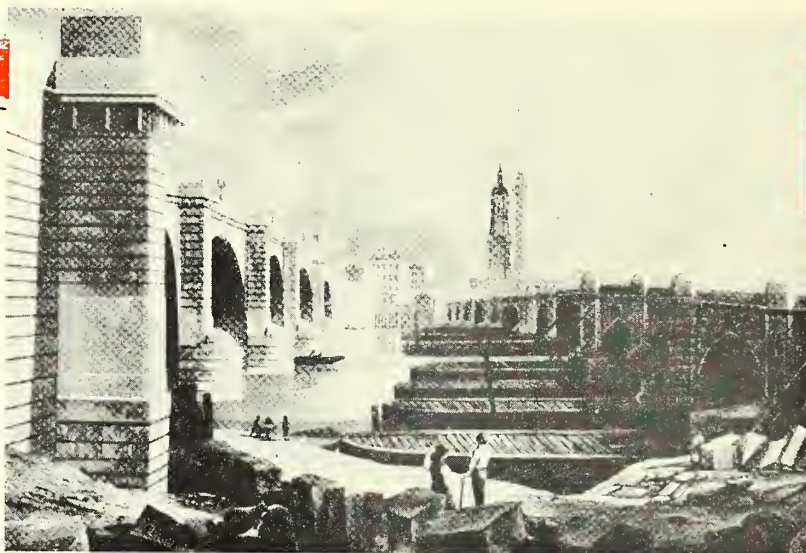
Established 1846

# **WILLIAM RANSOM & SON LTD**

*Manufacturing Chemists and Medicinal Plant Growers for over a Century*

**HITCHIN**

**HERTFORDSHIRE**



## ON FIRM FOUNDATIONS

When London Bridge was officially opened to the public in 1831, it already had behind it a long and famous history. Since A.D. 43 a bridge had occupied that site, and its direct predecessor had spanned the Thames for over 600 years.

Two years after this event, the foundations of a new venture were laid, for in 1834 the firm of May & Baker was established as chemical manufacturers. After 125 years, May & Baker have built up a firm tradition of high grade chemical production, supplying the world with a wide range of reliable pharmaceutical chemicals. Pharmacists know that, in specifying **M&B** brand, they are ordering chemicals entirely suitable for their requirements.

*Always specify **M&B** brand*

MANUFACTURED BY **MAY & BAKER LTD** • D A G E N H A

**M&B BRAND IODIDES AND BROMIDES**

IODINE B.P. RESUBLIMED

POTASSIUM IODIDE B.P. • SODIUM IODIDE B.P.

AMMONIUM IODIDE B.P.C. 1934 • AMMONIUM BROMIDE B.P.C.

CALCIUM BROMIDE B.P.C. 1949 • POTASSIUM BROMIDE B.P.

SODIUM BROMIDE B.P. • STRONTIUM BROMIDE B.P.C. 1934

**M&B**

**f o r   f i n e  
p h a r m a c e u t i c a l s**



T L : D O M I N I O N   3 0 6 0   E X T :   3 1 7   A N D   3 1 8

PHA1396:120

# Go modern

Britain's higher-than-ever standard of living means that millions are eager to 'Go Modern with Philips' right around the house. For Philips is a name that represents technical

mastery combined with unsurpassed dependability. Philips, in fact, is a name in which your customers have complete confidence... a name that is therefore especially easy to sell.



## PHILIPS

## PHILISHAVE *Jet*

A grand lift for your shaver sales—the 'Philishave' Jet in a standard-volt model retailing at only £7 7s. od.! Except that it operates on AC/DC 200-250v. only, it has *all* the advantages of the original 'Philishave' Jet. Keep ahead of your customers by ordering in good supplies of the world's top-selling electric shaver in its latest version—the Standard-volt 'Philishave' Jet.

... and, of course, you'll also need :

The Dual-volt 'Philishave' Jet  
£8.9.9 (tax paid)

The Battery Model 'Philishave' Jet  
£7.12.9 (tax paid)

# GET MORE BUSINESS...

# with PHILIPS

## PHILIPS electrically heated Blanket

The new Budget-priced Models : soft, fleecy woollen mixture in attractive shade of gold. Heating element covered in tough, flexible plastic. Flame-proofed throughout for safety. Handy on/off switch.

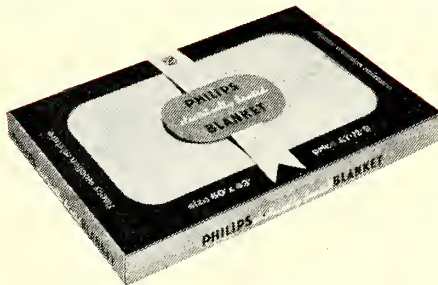
60" x 43" — **£7.12.9** (tax paid)

60" x 25" — **£5.4.3** (tax paid)

The de-Luxe Models : Unsurpassed for comfort and safety. Made from 100% pure wool in soft peach shade. Adjustable 3-heat temperature control.

60" x 48" — **£11.4.0** (tax paid)

60" x 28" — **£7.2.6** (tax paid)



## PHILIPS HEALTH LAMPS

*... have proved their worth time and time again  
—and are sure to be in big demand this winter.*

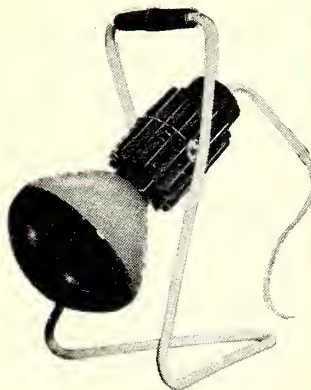
Philips Ultra-violet Sunlamp is most useful in treating sunstarved "run down" conditions and many skin troubles. It radiates ultra-violet light on only the most beneficial wavelengths.

**£5.17.6** (tax paid)  
with goggles

Philips Infra-red Infraphil is valuable in all cases of arthritis, rheumatism, and muscle strain.

**£3.3.0** (tax paid)  
De-Luxe Model: £4.4.0.

PHILIPS HEALTH LAMPS ARE MADE IN HOLLAND, AND ARE AVAILABLE AT THE ABOVE PRICES ONLY WHEN THE CUSTOMER IS IN POSSESSION OF A MEDICAL CERTIFICATE.



**PHILIPS ELECTRICAL LTD**

ELECTRICAL APPLIANCE DIVISION

Century House • Shaftesbury Avenue • London • W.C.2

# GO PHILIPS

C I B A

# TRAFURIL

## cream

## Bonus terms

Two tubes free in every  
dozen purchased.

(12 tubes charged as 10)

Outlay 20/-, Selling Value 36/-  
= 80% profit on outlay.

All orders packed in striking  
display outers; showcards  
available on request; special terms  
for larger orders. Order through  
your usual wholesaler  
or the CIBA representative.



Trafuril is a registered trade mark. Reg. user  
CIBA LABORATORIES LIMITED, HORSHAM, SUSSEX

# Richard Daniel & Son LTD

for

## PACKED GOODS



*Attractively labelled  
and presented*

PRICE LIST ON APPLICATION

**Mansfield Road  
Derby** Tel : 40671 (10 lines)

also at

Ashton-u-Lyne Tel : 5161 (9 lines)

## A **NEW** STAR TO THE TABLET WORLD

### THE **MANESTY** **ROTAPRESS**

**TABLET COMPRESSION MACHINE**  
**5,280 Tablets per minute**

**THE FASTEST TABLET MACHINE IN THE WORLD**

3 Models • Power Operated Rotary Feeds • Clean in Operation • Total Pressure  $6\frac{1}{2}$  to 10 tons, according to Model.

Generated Cam Tracks • New Internal Drive to Turret Variable Speed Drive • Revolutionary Overload Release Dust Extraction Nozzles Fitted.

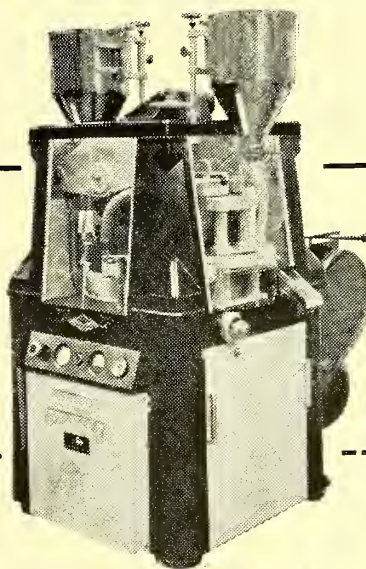
### DOZENS OF NEW FEATURES

Write today for full details

**MANESTY Machines Ltd.**

**SPEKE • LIVERPOOL 24**

Telephone: Hunts Cross 1972 Telegrams: Manesty Liverpool 24



### ABRIDGED SPECIFICATION

Series	'55'	'45'	'37'
Number of Stations	55	45	37
Maximum Operating Pressure	$6\frac{1}{2}$	$6\frac{1}{2}$	10
Maximum Tablet Diameter	$\frac{11}{16}$ "	$\frac{11}{16}$ "	1"
Maximum Filling Depth	$\frac{11}{16}$ "	$\frac{11}{16}$ "	$\frac{11}{16}$ "
Output of Tablets (per minute)	1320/5280	1080/4320	888/3552
Type of Punch	B	B	D
Type of Die	BB33	B	D

TABLET MACHINES • PUNCHES & DIES • GRANULATORS • MIXERS • AUTOMATIC WATER STILLS

## ***IT IS NOT TOO LATE***

TO PLACE YOUR ORDERS FOR STOCKS OF PHOTOGRAPHIC EQUIPMENT FOR CHRISTMAS SALES.

We have stocks of all the popular items you are likely to require during December, but as the demand this year is exceptional we will be unable to guarantee supplies for much longer. We would like particularly to draw your attention to the following.

**Projectors** The famous Aldis range, Colorslide, Hylite 707, Paximat Electric and Semi Automatic, Bell & Howell Moviemaster, Bauer T10's, Specto 8 and Royal.

**Flash Guns** Duo-Lux, Ilford Sportslight, Photopia, Microlampo, VB Lux, VB Simplo and Mecablitz.

**Slide Boxes** Nebro, Photax and Pullin.

**Lighting** Photax Lighting Equipment, Floodlights and Cine Bar Lights.

**Slide Holders** Colorclips, Photopia, Projectron Titania and Wiko.

**Screens** Nebro Lumaplak and Cinepro, also Bell and Howell Miralyte Minor and De-Luxe.

IF YOU WOULD LIKE A COPY OF OUR PHOTOGRAPHIC CATALOGUE PLEASE SEND US A POSTCARD.

## **BRADLEY & BLISS**

LIMITED

KING'S ROAD, READING

Phone : 55861 15 lines



SELECTED STOCKS ARE ALSO HELD AT

RAMSGATE ROAD, SANDWICH  
PHONE : 3324

**LET OUR SHELVES BE YOUR STOCKROOM**



The tree of life,  
the symbol of the  
highest quality in  
fine chemicals today.

# **CARNEGIES**

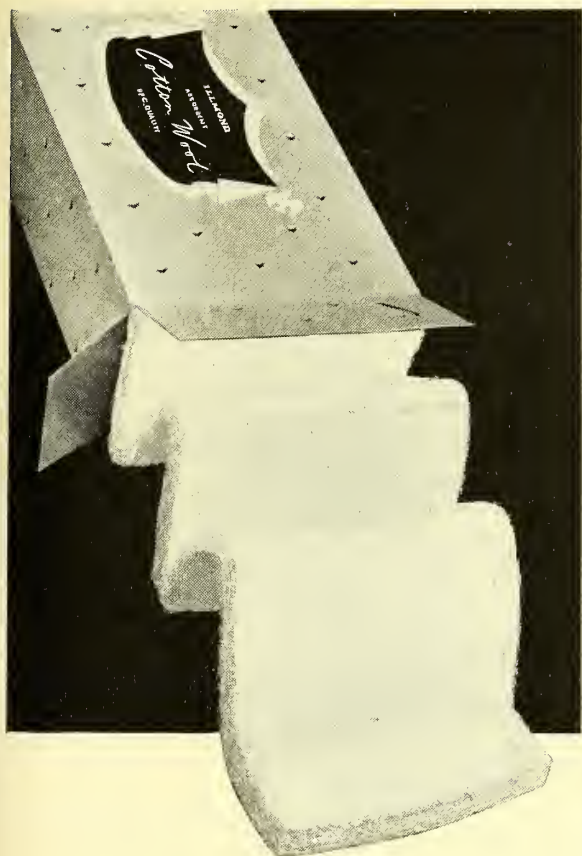
*of* **WELWYN LTD.**  
ESTABLISHED 1911

*Manufacturers and Suppliers of*

ADRENALINE  
ADRENOCHROME  
MONOSEMICARBAZONE  
ALPHANAPHTHYL ACETIC ACID  
AMINOPHYLLINE  
BISMUTH SALTS  
BRUCINE AND SALTS  
CAFFEINE AND SALTS  
CHRYSAROBIN  
EPHEDRINE AND SALTS  
HYDANTOIN DERIVATIVES  
IODIDES  
ISOPRENALINE SALTS  
METHOIN  
NORADRENALINE AND SALTS  
P.A.S. SODIUM  
PIPERAZINE AND SALTS  
RESERPINE  
SANTONIN  
STRYCHNINE AND SALTS  
THEOBROMINE AND SALTS  
THIOMERSALATE  
QUININE AND SALTS  
CINCHONA FEBRIFUGE  
TOTAQUINA

**CARNEGIES OF WELWYN LTD.**  
Welwyn Garden City, Hertfordshire, England

Phone: WELWYN GARDEN 5001 (10 lines)  
Cables: CARNEGIES, WELWYNGARDENCITY  
Telex: LONDON 28676



**E. ILLINGWORTH & CO. (Bradford) Ltd.**

## COTTON WOOLS

### ILLMOND—COTTON WOOL DISPENSER PACK

Package has tuck-in ends and can be re-sealed. Hygiene ensured. Elegant design of pack makes it perfect for a lady's dressing table. Only as much as is needed is pulled out at a time.

B.P.C. quality cotton wools. Hospital quality cotton wool (Drug Tariff). Sterilised and Unsterilised in all weights, for Home and Export.

Quantities labelled with your own labels from ½ oz. to 16 oz. standard packets.

Bottle neck wool, filter pads, gauze and cotton tissue B.P.C. Quality. Respirator refills.

## PACKING MATERIALS

### NEEDLELOOM FELTS

for thermal, sound and vibration insulation and protection.

### COTTON WOOLS

Bleached and Unbleached Rolls from 2 in. to 40 in. wide, weights 3 oz. per sq. yd. upwards.

**E. ILLINGWORTH & CO. (Bradford) Ltd.**

SHELF MILLS, SHELF, NR. HALIFAX, YORKS.

Tel: BRADFORD 76261/5.

Grams: "ILLMOND BRADFORD"



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland*

Volume 172

November 21, 1959

No. 4162

## CONTENTS

Any Business Questions ? ...	457
Council's Work Reviewed ...	465
Drug Industry and its Problems ...	452
Echoes of the Past ...	454
Effects of Pest and Disease Control ...	459
Leading Articles :	
Price-cutting in America ...	453
Swift and Certain Delivery ...	453
Third Edition of Pharmaceutical Emulsions ...	454
London Medical Exhibition ...	444
New Books ...	457
Onward from Galen ...	454
Packaging Notes ...	450
Pharmaceutical Society of Ireland :	
Council Meeting ...	458
Pharmacies of Britain—83 ...	451
"Topicalities" of the Past ...	455
Topical Reflections ...	443

Business Changes ...	447	News of the Week ...	441
Coming Events ...	465	Overseas News ...	445
Commercial Television ...	466	P.A.T.A. ...	466
Company News ...	447	Personalities ...	448
Correspondence ...	448	Price Changes ...	466
Deaths ...	448	Print and Publicity ...	466
In Parliament ...	447	Trade Marks ...	460
Irish News ...	442	Trade Notes ...	449
Legal Reports ...	448	Trade Report ...	463
New Companies ...	447	Wills ...	466
New Products ...	449	World Trade ...	459

## INDEX TO ADVERTISERS, Pp. 5 & 6.

Classified Advertisements, p. 48.

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,  
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.  
GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.  
LEEDS: 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

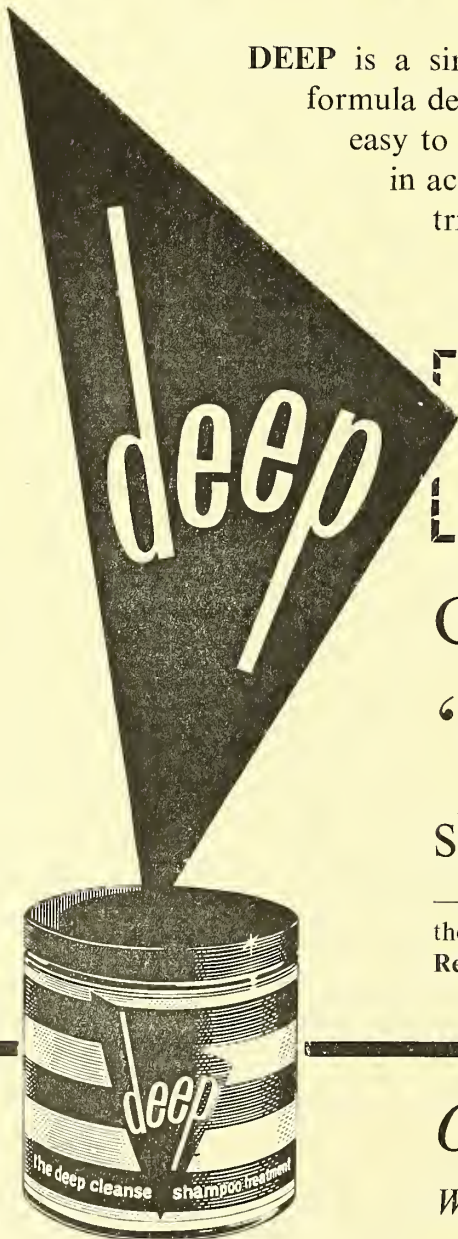
## ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.

# 70% of WOMEN HAVE GREASY HAIR!

## 'DEEP' shampoo treatment ENDS GREASY HAIR

DEEP is a simple shampoo treatment based on a formula determined after prolonged research. It is easy to use, quick to take effect and thorough in action. DEEP has gone from triumph to triumph in treating the common condition of greasy hair.



deep

*As advertised in*  
"WOMAN"

with its 8,000,000 women readers.

### Charles Bedeman's 'DEEP' shampoo treatment

—used with great success professionally throughout the UK — Boxed 1 Dozen at 10/- (plus P.T.)  
Resale 1/6 per sachet.

### Order Now

*Wholesale enquiries welcomed*

**CHARLES BEDEMAN LIMITED**

180 QUEENS ROAD · PECKHAM · LONDON SE15

Telephone : NEW Cross 5755/5359/4836



# The CHEMIST AND DRUGGIST

Volume 172

NOVEMBER 21, 1959

No. 4162

## C.&D. Centenary Celebrations

### GIFT OF SALVER FOR SOCIETY

THE ceremonial silver collection of the Pharmaceutical Society was added to on November 17 when, at a cocktail party held at the Apothecaries' Hall in London to celebrate the centenary of THE CHEMIST AND DRUGGIST, the Society's president (Mr. G. H. Hughes) received a silver salver.

After the guests had been welcomed by Mr. C. Chadwyck-Healey (chairman, Morgan Brothers (Publishers), Ltd.) the presentation was made by Mr. O. H. Waller (Editor of the C. & D.) on behalf of the company. Mr. WALLER said he was reversing the normal procedure of receiving birthday gifts by making one. The function of the salver was to offer liqueurs to guests of the Society and he hoped many of those present would renew acquaintance with it in that connection. The salver was an oval, reeded border antique silver tray on four feet, made in London by Edward Jay. It weighed forty-nine troy ounces twelve pennyweight and was in the Paul Lamerick style. In the centre was the crest of the Inward family that was surrounded by a flat chased floral decoration. Mr. Waller said he hoped that the salver would give pleasure to the president and his successors and to members of the Society and their successors for long enough to witness many centenaries of the C. & D. The president thanked and congratulated the paper on behalf of "pharmacy." It was, in his opinion, impossible to think of pharmacy without thinking of the C. & D. There was keen rivalry between the Society's journal and the C. & D. but it was always in the "best accord." The cocktail party was attended by the representatives of many pharmaceutical organisations and included Mr. H. P. Corrigan and Mr. J. G. Coleman (president and registrar respectively of the Pharmaceutical Society of Ireland), and Mr. P. McAuliffe (president, Irish Drug Association). The president and secretary of the Pharmaceutical Society of Northern Ireland were prevented from attending because of fog at Belfast airport.

new drugs of proved value in elegant form of vehicle), or 4 (qualitative and/or quantitative modifications in the composition or combination of "standard" preparations or new drugs of proved value not acceptable as therapeutically superior to their prototypes) with a further thirteen in categories 5 (non "standard" preparations not proved to be of therapeutic value) and 6 (preparations that were a combination of preparations in categories 4 and 5) according to the Report of the Ministry of Health, 1958, Part II. [Further details will be given later.]

### Deaths in 1958

#### WHOOPIING COUGH CAUSES ONLY 27

AN appendix to the Registrar General's quarterly return for the June quarter, 1959 (H.M. Stationery Office, price 2s.), gives some provisional figures for the causes of death in 1958. The report shows that, of the record low number of twenty-seven deaths from whooping

cough, six were of boys and twelve of girls under one year of age, six of boys and one of a girl aged 1-4 years, and one of a boy in the age group 5-14 years. The remaining death from that cause was of a woman in the age group 65-74. Deaths from measles numbered forty-nine. There were 129 deaths in 1958 from acute poliomyelitis, sixty-five of them of persons aged between twenty-five and forty-five; thirty-five were of children under fifteen, twenty-two of young persons aged between fifteen and twenty-five and seven of persons aged between forty-five and sixty-five. Deaths from coronary disease and angina totalled 84,041. The greatest number of male deaths from that cause (18,936) occurred in the age group forty-five—sixty-four; for females the greatest number (15,292) occurred in the seventy-five-and-over age group. Deaths from cancer of the lung numbered 19,820, an increase of 701 over the 1957 figure. Deaths from poliomyelitis in the first quarter of 1959 numbered twelve against thirteen and twenty-eight in the corresponding quarters of 1958 and 1957.

### Factories Act 1959

#### SECTION EFFECTIVE DECEMBER 1

ABOUT half the provisions of the Factories Act, 1959, will come into force on December 1 as a result of the introduction of the Factories Act, 1959 (commencement No. 1) Order, 1959 (H.M. Stationery Office, 3d.). On that date the



**PRESENTATION TO PHARMACEUTICAL SOCIETY:** Mr. O. H. Waller (Editor, THE CHEMIST AND DRUGGIST) presents a silver salver to the president of the Pharmaceutical Society to mark the centenary of the C. & D.

## Classifying Medicines

#### MINISTRY OF HEALTH 1958 REPORT

DURING 1958 the Joint Standing Committee on the Classification of Proprietary Preparations considered 112 new preparations. Of those no less than ninety-six were placed in categories 2 (proprietary brands of "standard" drugs, singly or in combination), 3 (standard preparations and

Minister of Labour will be under a statutory duty to promote health, safety and welfare in factories and other places subject to the Factories Acts, by collecting and disseminating information, and by investigating or helping others to investigate problems in that field. The Order also brings into operation the section providing for higher maximum fines for offences under the Factories Acts. Among other sections dealt with in the Order are those requiring floors, passages and stairs to be kept free from obstructions or substances likely to cause persons to slip. From February 1 other provisions will be brought into force. They strengthen existing precautions against dangerous fumes or lack of oxygen, and require the making of workplaces and the means of reaching them safe, and the protection of people working near or above containers holding dangerous substances. The main changes in factory law which will take effect as a result of the Order are briefly explained in a memorandum which is to be sent to all factory occupiers.

## Applied Chemistry

### A NEW ORGANISATION

REPRESENTATIVES of technical colleges training students for the Higher National Certificate in chemistry met at Crewe on October 17 to discuss a proposal that an Institute of Chemical Technology should be established. The cost of the meeting was borne by individual members of the British Association of Chemists who had subscribed to a special fund opened for the purpose. The chair was taken by the president of the Association. Earlier, a considered review of the position was circulated by the professional status committee of the Royal Institute of Chemistry, which was critical of the proposed title and pointed out that many holders of National and Higher National Certificates in chemistry entered one or other of the well-established professional bodies, and it was extremely doubtful whether any substantial body of students remained uncatered for. However, the committee thought that the Royal Institute of Chemistry, since it was unwilling to establish a permanent third grade membership, could not reasonably object to the formation of a separate association and should look with favour on its establishment. After some discussion it was suggested that a more appropriate title might be the Institute of Applied Chemistry, and a vote was taken in favour of establishing such an institute. It was then proposed, however, and agreed that the Royal Institute of Chemistry should be asked to reconsider its decision not to open a permanent third grade of membership. Should the new Institute be formed it would offer an alternative course to that offered by the Royal Institute of Chemistry to part-time students who had reached Higher National Certificate in chemistry. The course would lead ultimately to a qualification equivalent to the Dip. Tech. for day students. A steering committee consisting of twelve representatives of technical colleges and six representatives of industry was formed at the meeting.

## Self Service

### LAYOUT IDEAS FOR SMALLER SHOPS

A TALK on "Layout Ideas for the Smaller Shop" is on the agenda of the first provincial meeting of the 1959-60 season of the Self-service Development Association. The meeting is to be held at the Queens hotel, Birmingham, at 7 p.m. on November 24, and is open to all retailers and others interested in self-service retailing, whether or not they are members of the Association. Ticket of admission is not required but the Association's secretaries (Hartleys, Wilkins & Flew, 1 Central Buildings, Tothill Street, London, S.W.1) ask those intending to be present to notify them to ensure adequate seating accommodation. The subject of the meeting is "Self-service for the Smaller Shop." A film is to be shown.

## 1960 Production Census

### SAMPLING METHODS TO BE USED

THE Census of Production to be taken in 1961 for the year 1960 is to be similar to the previous census except that sampling methods are to be employed. The decision has been made after consultation with the Census of Production Advisory Committee. The questions asked are similar to those for 1959, covering: (1) Total value of goods sold and work done; (2) stocks; and (3) capital expenditure. A separate figure for the total value of stocks held outside the United Kingdom will not, however, be required for 1960.

## Edinburgh University

### DONATIONS TO APPEAL FUND

RESPONDING to a recent appeal by Edinburgh University for funds, T. & H. Smith, Ltd., and Duncan, Flockhart & Co., Ltd., have contributed £5,000; Boots Pure Drug Co., Ltd., £3,500; the Pharmaceutical Society of Great Britain, £1,000; and Allen & Hanburys, Ltd., £500.

## IRISH NEWS

### THE REPUBLIC

#### Duty on Tablets

##### FIRST PRICE INCREASES

THE first article to be increased in price as a direct result of the recent import levy on certain medicinal tablets (see *C. & D.*, October 3, p. 278) is a proprietary brand of indigestion tablet manufactured in Britain. The tablets formerly cost 2s. 6d., now they are 3s. 9d. in Dublin pharmacies. Recently chemists received a new price list from a large wholesale company advising increases in prices of imported vitamin tablets. That will have the effect of increasing the price by about one-third: tablets formerly costing 4s. 6d. will now cost about 6s. A spokesman for the Irish Drug Association said that they had not yet circulated members about any increases in prices. When the notice of increase was received from the manufacturers it would be forwarded to members. However, any chemists who were paying the new wholesale price would pass it on to their customers. Broadly speak-

ing, however, the prices of imported tablets had not yet been affected by the new Order. A Dublin chemist said that a new problem was arising out of proposed price increases. Most doctors prescribed a particular brand name and the chemist was obliged to give that particular brand to the consumer, even though the price had been increased. If the chemist, instead, sold an Irish-made product, which was cheaper in price, there was a danger of being sued by the doctor, or by the company manufacturing the article mentioned in the doctor's prescription. "We do not know what would happen to us if we told a customer that there was a cheaper alternative. We have to follow the prescription," he added.

## Benevolent Fund Dance

### BRISK DEMAND FOR TICKETS

ARRANGEMENTS have now been completed for the annual dance in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland, which is being held in the Gresham hotel, Dublin, on December 1. Those who have attended the function in previous years need no reminding that it is always a most enjoyable occasion, and gives patrons an opportunity of meeting old friends in a happy atmosphere. This year, marking the "Coming of Age" of the Fund, a special effort is being made by the promoters to ensure that the occasion will be a memorable one. Already there has been a brisk demand for tickets and those who have not already done so would be well advised to book without delay, with any of the following:—Messrs. D. Costello, C. Conefrey, A. E. Digan or Elizabeth Smyth, all at 18 Shrewsbury Road, Dublin. Subscriptions from wholesalers and retailers towards the Fund have also been coming in satisfactorily but those who have not so far subscribed are requested to do so as soon as possible so that the good work being performed by the Fund will be carried on. The Minister for Health and his wife and the lord mayor and lady mayoress of Dublin are among the guests. The event should make a fitting ending to graduation day, because degrees are to be presented earlier in the day at the College of Pharmacy to successful graduates.

## IRISH BREVITIES

### THE REPUBLIC

Miss Laura Cuniffe and Messrs. D. J. Kennelly, G. C. O'Neill, M. L. Cashman, K. A. Banks, M. Power, and R. J. Semple thank their supporters for the confidence reposed in them in the recent election to the Council of the Pharmaceutical Society of Ireland.

THE annual dinner-dance in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland, run jointly by the Cork City and County Chemists' Association and the Cork Guild of Pharmacy, which was to have been held at Cork, on December 9, has been postponed.

THE Irish Chemists' Debating Society are holding their annual meeting at 18 Shrewsbury Road, Dublin, at 8 p.m. on November 24.

## NEWS IN BRIEF

THE Minister of Health, Mr. Derek Walker-Smith, Q.C., has appointed Mr. R. G. Cooke, M.P., to be his Parliamentary Private Secretary.

THE Comptroller-General of the Patent Office (Mr. Gordon Grant) is leading a small delegation to Russia to discuss the protection available in the U.S.S.R. for British inventions.

THE following appointments have been announced by the Council of Leeds University: A. M. Hillas, B.Sc., Ph.D., lecturer, department of physics; D. I. Davies, B.Sc., Ph.D., lecturer, department of organic chemistry.

A FIRST edition of the *Systema Naturae* of Linnaeus, printed in Leyden, 1735, was bought by a Stockholm bookseller for £2,900 at Sotheby's auction rooms in London on November 9.

A PROPOSAL for a new pharmacy department at the Leeds College of Technology has been turned down by the Yorkshire Council for Further Education in view of the greatly increased facilities to be provided at Bradford College in that subject.

A GRANT of £70,000 for building a virus laboratory at Queen's University, Belfast, has been offered by the National Fund for Poliomyelitis Research on condition that the University and the Northern Ireland Hospitals Authority also contribute.

To celebrate the centenary of the "Act for preventing the Adulteration of Articles of Food and Drink," a conference is to be held in London, September 20-23, 1960. Details and registration forms are available from the Pure Food Centenary, 14 Belgrave Square, London, W.1.

AN organising body has been set up under Mr. J. B. Liddell, an industrial consultant, to run a competition initiated by Mr. H. Ferguson who is offering £10,000 for the purchase of a trophy to be awarded to a British firm judged to have put up the best performance in reducing prices.

A CONSULTATIVE committee has been appointed to advise the Department of Scientific and Industrial Research on the services of the National Lending Library for Science and Technology. Literature is now being collected for the library by the D.S.I.R. lending library unit, 20 Chester Terrace, Regent's Park, London, N.W.1.

MR. Leslie Forman, M.P.S., of Formans (Chemists), Ltd., Bury Old Road, Sedgley Park, Prestwich, Lancs, has persuaded the G.P.O. to change the company's CHEetham telephone number to 6478 which corresponds on the dial with the letters MIST. Now, customers will more easily remember the number: all they have to do is dial CHEMIST!

WORK has begun on a new £100,000 analytical department block in the antibiotics plant of Glaxo Laboratories, Ltd., at Ulverston. When the new building is completed about April 1960 space occupied at the present by the analytical department is to be utilised for production purposes. The move is part of a reorganisation plan aimed at improving sterile processing facilities.

## TOPICAL REFLECTIONS

By Xrayser

### *Congratulations*

Most heartily do I join in the chorus of congratulation which has greeted the centenary of THE CHEMIST AND DRUGGIST. It was evident in the month of September 1859, that a particularly healthy youngster had made his bow, and there has never been any sign of a hardening of the arteries with the passing of the years. On the contrary, there is a bounding vitality which augurs well for the future, and that lively interest in affairs which is the guarantee of perennial youth. But hand in hand with the congratulations on what was, after all (in the language of another profession), a "certainty," there must be unbounded gratitude for the centenary number which marks the occasion. Here is a feast of good things, so effortlessly and so artistically laid before us as to conceal the vast amount of labour involved. The final result is a volume which is not only a credit to all who have been associated in its production, but is a historical treasure of which pharmacy itself must be proud. I am glad to add my tribute and my appreciation to the many which will reach Essex Street.

### *The contents*

It would be presumptuous, after only three days of possession of the Centenary Number, to attempt to make comment on the individual articles. It is necessary to savour the contents in a leisurely fashion. To study in detail the leech jars, for instance, is to be transported to one's own early days, when the most junior of apprentices was in sole and undisputed charge of the "aquarium." That same junior, whose early misfortune it was to lose the whole stock down the waste-pipe one day, was in constant terror lest he be found to be delinquent on any further occasion. It was perhaps fortunate that the leeches were domiciled in something less ornate and valuable than the jars illustrated in the article by Miss Agnes Lothian, for the hands of a youth of fifteen were not the ideal repository for works of art. A glass jar, originally employed as a container for jam, was wisely considered to be an adequate and less hazardous abode. I recall the aspersions cast on the character and the future of the unfortunate custodian who had lost his charges, and I remember the care with which the replacements were transferred to the jar and covered most particularly with a piece of muslin secured with a stout elastic band. And I have scarcely, after forty years, recovered from the shock of looking at an empty jar the following morning. But all was well. The little pets were all clinging to the underside of the muslin—I was permitted to finish my apprenticeship, and eventually to qualify. "Small to greater matters must give way." Leeches, a few years before the birth of THE CHEMIST AND DRUGGIST, were quoted at an even lower cost price than that mentioned by Miss Lothian, viz.: 8s. 4d. per 100, and were sold for 6d. each. History does not record that a Select Committee of the House of Commons found itself "concerned."

### *Statistics and recruitment*

Statistics are notoriously easy to acquire. It is only when conclusions come to be drawn that they are found to be difficult of interpretation. So much became evident at the November meeting of Council of the Pharmaceutical Society when the Council addressed itself to the question of recruitment into pharmacy (p. 432). It seemed to be the opinion of Professor Macdonald that the question of analysing the figures given to the Council could only be answered by a statistician, and it is true that a break-up of the figure of 2,000 "in the pipeline"—a total agreed by Professor Macdonald—conveys little to the average reader. But the future of the profession depends on feeding that pipeline, and it seems to me that Mr. J. B. Grosset put his finger on the figure that mattered when he drew attention to the number of entrants to the three-year diploma course. He said that the figure of 104 such students did not represent a rosy future for the register. Many who have been worried by the picture will feel grateful to Messrs. Grosset and Jackson for their concern.

# LONDON MEDICAL EXHIBITION

## Many new products introduced

THE London Medical Exhibition was officially opened on November 16 by Sir Daniel Davies (extra physician to the Queen). During the course of his speech Sir Daniel referred to the valuable contributions the pharmaceutical industry made to modern medicine and suggested that a book should be written upon the industry and its work. The exhibition closed on November 20.

Products on show for the first time are briefly described below. Among them were:

**CR-TEST**, a rapid slide test for C-reactive protein occurring during tissue destroying diseases or as a result of inflammation. Kit contains: Latex-anti-C-reactive protein reagent; glycine-saline buffer diluent; capillary pipette; two divided glass slides. **GG-TEST**, a rapid screening test for gamma-globulin level estimations. Kit contains: Latex-anti-human gamma globulin reagent; glycine-saline buffer diluent; normal human control serum, ready for use, dilutions 1, 2 and 3; capillary pipettes; divided glass slide. **RA-TEST**, a rapid screening test for rheumatoid arthritis. Kit contains: Latex globulin reagent; positive control serum; negative control serum; glycine-saline buffer diluent; divided glass slide. (George T. Gurr, Ltd., 136 New King's Road, London, S.W.6.)

**DIBOTIN** tablets containing n'-phenethylidiguanide hydrochloride 25 mgm. A new hypoglycaemic agent. Issued in containers of 100. (Bayer Products, Ltd., Kingston-on-Thames, Surrey.)

**DISAMIDE** tablets containing 100 mgm. 5-chloro-2:4 disulphamyltoluene, a potent diuretic that may be used instead of mersalyl. Packs: Bottles of twenty-five, 100 and 500 tablets. (The British Drug Houses, Ltd., Graham Street, London, N.1.)

**ELGASTAT** top-up type B, 108, a portable, self-contained deioniser to provide distilled water for sterilisers, instrument bowls and syringes. (Elga Products, Ltd., Lane End, Bucks.)

**ENTERFRAM**. Each 30 mls contains framycetin sulphate 0.3 gm., and light kaolin, B.P., 6.0 gm. in a pleasantly flavoured vehicle. Issued in

bottles of 4 fl. oz. (Genatosan, Ltd., Loughborough, Leics.)

**FRAMYCORT** ophthalmic ointment containing hydrocortisone acetate, 0.5 per cent. and framycetin sulphate, 0.5 per cent. in a greasy base, for blepharitis, conjunctivitis keratitis. Tubes of 3.5 gm. (Genatosan, Ltd.)

**FRAMYGEN** ophthalmic ointment contains framycetin sulphate, 0.5 per cent. in a greasy base. Its chief indications are in the treatment of simple eye infections. Issued in tubes of 3.5 gm. (Genatosan, Ltd.)

**KAPPAXAN** brand kanamycin sulphate for the treatment of infections resistant to other antibiotics. Issued in



vials containing 1.43 gm. kanamycin sulphate equivalent to 1 gm. of the base. Supplied in cartons of five vials. (Bayer Products, Ltd., Kingston-on-Thames, Surrey.)

**KETHAMED**, 5-phenyl-iso-hydantoin, a new non-habit forming stimulant. Available in containers of twenty-five, 100 and 250 tablets of 20 mgm. (Medo-Chemicals, Ltd., 144 Fortess Road, London, N.W.5.)

**HUMITEX** for the treatment of eczema and dermatitis containing: Borotannic complex, 9.92 per cent.; prednisolone, 0.25 per cent.; ethyl acetate and alcohol base. Available in plastic spray bottles of 7.5 mls. (Wynlit Laboratories, Ltd., London, W.1.; distributors: Savory & Moore, Ltd., 60 Welbeck Street, London, W.1.)

**MADECASSOL** brand of ascaticoside, a cicatrizing agent for the treatment of burns, refractory skin ulcers and bed sores. Facilitates skin grafting. Packs: Ampoules of 25 mgm. for

intramuscular injection; Ointment, tubes of 10 gm. (Leda Chemicals, Ltd. (Pharmaceuticals division), Berk House, Portman Square, London, W.1.)

**MURIPSEN** tablets which provide conventional hydrochloric acid therapy for hypochlorhydria and achlorhydria in a solid form. Each tablet contains: Glutamic acid hydrochloride, 500 mgm.; pepsin, 35 mgm. Available in bottles of fifty tablets. (Norgine Pharmaceutical Products (London), Ltd., 26 Bedford Row, London, W.C.1.)

**MORNIDINE** brand of pipamazine for the prevention and treatment of nausea and vomiting in pregnancy and other conditions. Available in bottles of twenty-five, 100 and 250 tablets of 5 mgm. (G. D. Searle & Co., Ltd., Lane End Road, High Wycombe, Bucks.)

**NARDIL** tablets contain 15 mgm. of  $\beta$  phenylethylhydrazine (phenelzine dihydrogen sulphate), a monoamine oxidase inhibitor, of value in the treatment of depressive states (William R. Warner & Co., Ltd., Eastleigh, Hants.)

**ORABILIX**, a contrast medium for oral cholecystography issued by Laboratoires André Guerbet et Cie, Paris. Each container holds six tablets. (Distributors: Bengué & Co., Ltd., Mount Pleasant, Wembley, Middlesex.)

**PUROMYN** tablets each containing neomycin sulphate, 5 mgm. and bis-(2-hydroxy-5-chlorophenyl) sulphide, 40 mgm., a combination of an antibiotic and fungicide. In carton of twenty tablets. (Calmic, Ltd., Crewe, Ches.)

**RIDDOVYDRIN** elixir for the treatment of stubborn cough containing drosera extract and glyceryl ether. In bottle of 3 fl. oz. (Riddell Products, Ltd., Riddell House, Dunbridge Street, London, E.2.)

**SILBELAX** tablets for the treatment of constipation. Each tablet contains: Dioctyl sodium sulphosuccinate, 100 mgm.; phenolphthalein, 32 mgm. Available in tube of thirty tablets and bottle of 100. (Siltan, Ltd., Hatfield, Herts.)

**SUNFLO**, a sunflower seed oil containing synergistol concentrate indicated in the treatment of high blood



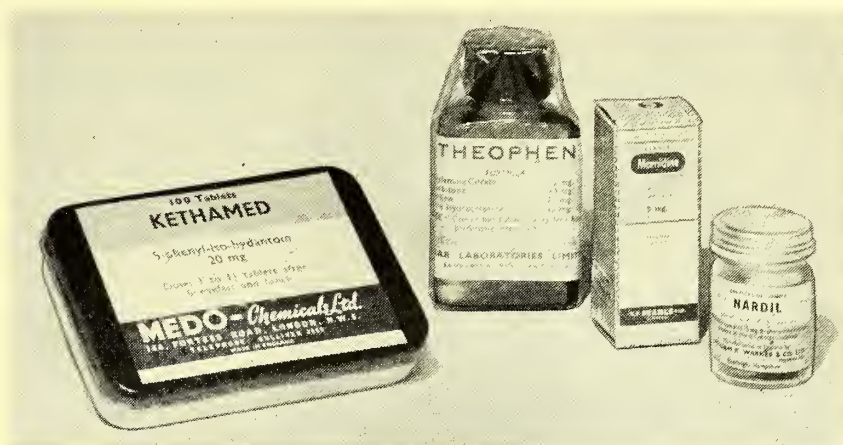
Sunflo (Savory & Moore, Ltd.); Silbelax (Siltan, Ltd.); Wanderlac (A. Wander, Ltd.); Puromyn (Calmic, Ltd.); Enterfram (Genatosan, Ltd.).

cholesterol levels which often accompany atherosclerosis. Available in bottles of 10 fl. oz. and 20 fl. oz. (Savory & Moore, Ltd., 60 Welbeck Street, London, W.1.)

**THEOPHEN.** Each tablet contains: Phenethylamine citrate, 15 mgm.; amylobarbitone, 10 mgm.; ephedrine hydrochloride, 25 mgm.; and theophylline, 120 mgm. **THEOPHEN-RETARD** tablets contain the same ingredients but are specially coated to delay absorption. (Rybar Laboratories, Ltd., Tankerton, Kent.)

**TRASYLOL**, a kallikrein inactivator and trypsin activator provided in sterile isotonic solution for: Pancreatitis, pancreatic necrosis; and pancreatitis complicated by gastric and duodenal ulcers and gall bladder diseases with elevated diastase values. Available in boxes of five and twenty-five ampoules of 2 mls (2,000 k.i.u.). (FBA Pharmaceuticals, Ltd., 37 Bedford Row, London, W.C.1.)

**VERACTIL** brand methotrimeprazine, indicated in the management of psychotic illnesses. Bottles of fifty and 500, 5 mgm., 25 mgm. and 100 mgm. strengths as the maleate and in boxes of ten, 1-ml ampoules of the hydrochloride, 2.5 per cent. w/v. (Pharmaceutical Specialities (May & Baker),



Kethamed (Medo-Chemicals, Ltd.); Theophen (Rybar Laboratories, Ltd.); Mornidine (G. D. Searle & Co., Ltd.); Nardil (William R. Warner & Co., Ltd.).

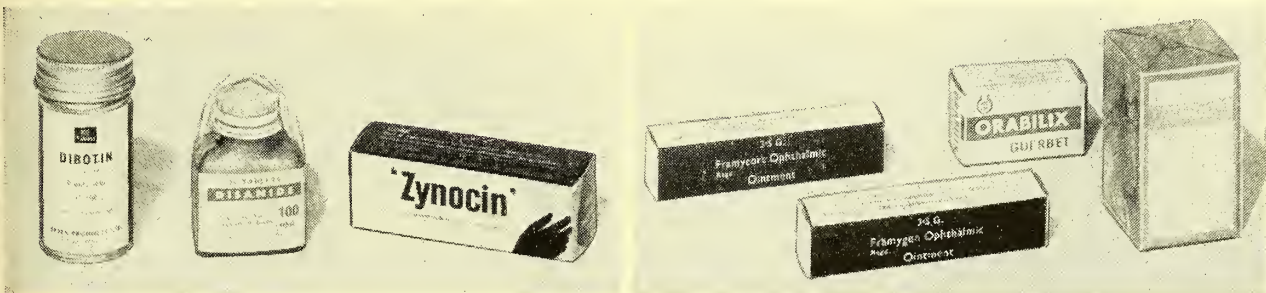
Ltd., Dagenham.)

**WANDERLAC.** Derived from the soya bean and intended for use in galactosaemia and other allergic conditions when milk is not tolerated. Pack: tin containing 16 oz. (A Wander, Ltd., 42 Upper Grosvenor Street, London, W.1.)

**WARNE** disposable balloon catheter

which is sterilised by gamma radiation from a cobalt source. (William Warne & Co., Ltd., Barking, Essex.)

**ZYNOCIN.** A newly designed pack for the tube of twelve lozenges. Each lozenge contains xanthocillin 1 mgm., benzocaine 5 mgm. (The Distillers Co. (Biochemicals), Ltd., Wimbledon, London, S.W.19.)



Dibotin (Bayer Products, Ltd.); Disamide (The British Drug Houses, Ltd.); Zynocin (The Distillers Co. (Biochemicals), Ltd.); Framycort, ophthalmic ointment, Framygen ophthalmic ointment (Genatosan, Ltd.); Orabilix (Bengue & Co., Ltd.); Veractil (Pharmaceutical Specialities (May & Baker), Ltd.).

## OVERSEAS NEWS

### RHODESIA AND NYASALAND

#### Commission on Drug Prices

**SWEEPING** changes in legislation affecting trade in drugs and medicines are proposed in the interim report of a five-man Commission of Inquiry into trading conditions and practices in the Federation of Rhodesia and Nyasaland. Mr. Justice R. J. Morton is chairman of the Commission. The Commission recommends that the Ministry of Commerce and Industry, the Ministry of Health and the Pharmaceutical Society should keep watch on world drug prices to ensure that consumers benefit from reductions in prices earlier than at present; that the possibility of certain drugs and medicines being exempted from Customs Duty should be brought to the attention of the Tariff Advisory Committee in consultation with the Ministry of Health, the British Medical Association and the Pharmaceutical Society; that manufacturers or their agents should deal direct with farmers for veterinary remedies where that is warranted by the size of the account. The Ministry of Commerce and Industry should also publicise the local

market overseas to stimulate competition and reduce prices; that uniform and up-to-date legislation in regard to sampling and analyses of drugs and medicines should be brought into force all over the Federation; that a body should be set up on a Federal-wide basis to discipline pharmacists, with sufficiently wide powers to investigate complaints of gross overcharging and a range of penalties to punish

cases in a practical way; that where chemists are allowed to give cash discounts those discounts should be more generously and widely extended to customers; that the British National Formulary should be used in its alternative edition; and that the most direct route of entry into Nyasaland should be brought to the attention of British chambers of commerce and the Federation of British Industries.

## PHOTOGRAPHIC NOTES

**"How to Make Good Movies."**—Now available for the first time in the United Kingdom is an attractively produced Eastman Kodak book "How to Make Good Home Movies" (price 7s. 6d.), designed for beginners as well as those who already have some experience of home movie making. The book caters for those who just want to know how to make a movie and those who want to know all the whys and wherefores. First, there is a brief chapter or two describing the few basic principles necessary to make a good movie, without going into detailed explanations. Part 2 explains, in a simple and amusing manner, the reasons for the hints and tips given in part 1, and also includes relatively advanced movie

making techniques, such as editing. Supplies are available from local depots of Kodak, Ltd.

**Dark-room Safe-lamps.**—Kodak, Ltd., Kingsway, London, W.C.2, offer for dark-room illumination two Kodak safe-lamps combining tungsten and sodium lighting suitably filtered and diffused, each for use with a specific range of papers. The lamps are similar to one another in design, differing in internal details. The Kodak Velox sodium safe-lamp is designed specially for use with Velox or other contact papers; its illumination being bright amber. The Kodak bromide sodium safe-lamp is designed for use with Bromesko, Kodak bromide, Statfile and similar projection-speed papers.



**THE HEART OF  
THE MATTER**

The  
richest natural  
**VITAMIN-PROTEIN-MINERAL**  
supplement  
known to man

**BEMAX**

STABILIZED WHEAT GERM

Of all natural vitamin-protein-mineral supplements the richest is wheat germ. Bemax is simply stabilized wheat germ containing the vitamins of the B complex, vitamin E, iron and trace elements and 27 per cent protein. It offers easily digested nutritional support for patients of all ages.

**VITAMINS LIMITED**

(DEPT. AA 1.)  
UPPER MALL, LONDON, W. 6.

## DOCTORS AND BEMAX . . .

At the Annual General Meeting of Vitamins Limited, the Chairman, Mr. H. C. H. Graves, said that net Group profit (after taxation) was £177,129, (£146,161). Ordinary dividend was 25 per cent (20 p.c.).

The year had been one of consolidation, a year in which the Company had improved the productivity of existing processes rather than starting new ones; cemented relations with old friends rather than wooing new ones.

The £100,000 of Notes issued in 1949 were repaid on 1st October, 1959.

They had recently acquired the freehold of their Hammersmith premises and a further 150 acres at Walton Oaks. The Keynsham and Chester premises were already their own freehold property. The Crawley factory was held on a 99-year lease with 91 years unexpired.

They had pioneered in both research into fundamental knowledge and its practical application. They were actively developing overseas branches, some in "under-developed" areas of the world, where the need for specialised knowledge of human and animal nutrition was great and where opportunities for growth over the next quarter of a century might well be considerable.

For the reasons indicated, further finance was required and shareholders were about to be offered the right to subscribe for 455,200 new Ordinary shares at 20s. each in the proportion of one for every five held.

He had referred, for a number of years past, to the National Health Service and additionally campaigned for steps to be taken for a better understanding by the nation as a whole and in particular of those responsible for the formation of national policy, of the achievements of the Pharmaceutical Industry and of its immense contribution to national health and well-being.

It was apparently one thing to have one's probable life span extended from 45 years—as it was at the beginning of the century—to 70 years, as it is now, and quite another to be expected to pay 5d. a week to cover the cost of the necessary drugs and medicines which that extension entailed.

He was happy to say that the nutritional science which had contributed so greatly to the prolongation of life, could also contribute powerfully to the enjoyment of those bonus years. Within the last few months they had placed at the disposal of the medical profession, under the name of JUVEL, a preparation—and a remarkably inexpensive preparation—embodying in a convenient form for elderly people, the quintessence of nutritional wisdom on the needs of the declining years—the responsible years for some—the leisured years for others.

The product had received a more than ready acceptance by the medical profession.

It was gratifying to note that great as were the advances in the knowledge of scientific nutrition, the role of Bemax as the best-known vitamin-mineral-protein food in the world continued to be appreciated and taken advantage of by doctors and dieticians, by nurses and mothers as it had been for over thirty years.

The Report and Accounts were adopted.

## COMPANY NEWS

Previous year's figures in parentheses

**BARFOS, LTD.**—An interim Ordinary dividend of 5 per cent. for 1959 (5 per cent.) is to be paid.

**WILLOWS FRANCIS, LTD.**—Profit for year to June 30, £66,851 (£62,235) before tax, £30,369 (£35,430); and dividend 17½ per cent. (15 per cent.). Current assets £255,388 (£238,716) and liabilities £101,193 (£86,160). Further additions made to laboratory space and plant, and continuing capital outlay is forecast for current year which will be covered by available resources states the chairman (Mr. A. J. Cornforth).

**A. BOAKE ROBERTS & CO. (HOLDING), LTD.**—Interim dividend is raised from 5 per cent. to 7½ per cent. for the year to March 31, 1960, and a one-for-three scrip issue is proposed. Group profit, before tax, increased to £177,600 for the six months to September 27 (from £43,500 for the corresponding 1958 period). The substantial improvement is attributed to increased sales, a reduction in expenses, and the higher rate of production and better efficiencies at the Widnes plant. Unless there is any adverse change in trading conditions during the second half of the financial year, the directors expect to pay a final dividend equivalent to 12½ per cent. on the present equity capital, making a total of 20 per cent. for the year (against 15 per cent.). It is proposed to increase the authorised ordinary capital from £600,000 to £1.5 million.

### New Companies

P.C.=Private Company; R.O.=Registered Office

**ALEX LAZARUS & CO. (CHEMICALS), LTD. (P.C.)**.—Capital £100. Directors: Alexander Lazarus, Pauline Lazarus and Lewis Leff. R.O.: Rooms, 71 Broad Street, London, E.C.2.

**S. ALLWRIGHT, LTD. (P.C.)**.—Capital £5,000. To carry on the business of wholesale chemists, druggists, etc. Subscribers: Sidney S. Allwright and Ernest W. Allwright. R.O.: 593 High Road, London, E.10.

**WICKER HERBAL STORES, LTD. (P.C.)**.—Capital £3,000. To carry on the business of retailers and dispensers of herbal preparations, etc. Directors: Raymond Hartley and Barbara Hartley. R.O.: 32 Wicker, Sheffield, 3.

**J. & O. BERRY, LTD. (P.C.)**.—Capital £1,000. To carry on the business of glass bottle washers and merchants, etc. Directors: Joseph G. Berry and Olive L. C. Berry. R.O.: 1 Hatton Garden, London, E.C.1.

**BLAKEY AND TOOMEY CO., LTD. (P.C.)**.—Capital £1,500. To carry on the business of wholesale, retail and manufacturing chemists, etc. Directors: Glenville Davies and Gwenda Davies. R.O.: Victoria Buildings, Crown Street, Morriston, Swansea.

**ION EXCHANGE SURVEY, LTD. (P.C.)**.—Capital £100. To carry on the business of manufacturers of and dealers in chemicals of all kinds, etc. Subscribers: Marion Wix and W. S. Clarke. Solicitors: Linklaters & Paines, 59 Gresham Street, London, E.C.2.

**ORMOND PHARMACY, LTD. (P.C.)**.—Capital £1,000. To carry on the

business of wholesale and retail chemists, etc. Subscribers: Gerda Weiss and J. L. Brooks, M.P.S. The first directors are to be appointed by the subscribers. R.O.: 2 Bentinck Street, London, W.1.

**CASPAR CHEMICAL CO., LTD. (P.C.)**.—Capital £100. To carry on the business of manufacturing and general chemists, etc. Directors: Robert G. Caspar, Reuben Grant, M.P.S., and Kenneth Miller. R.O.: 76 Albion Street, Leeds, 1.

**J. V. B., LTD. (P.C.)**.—Capital £100. To carry on the business of manufacturers and importers of and wholesale and retail dealers in scientific glassware and apparatus, etc. Directors: Charles J. Bradley and Mrs. Vera E. Bradley. R.O.: 33 Pinkwell Lane, Hayes, Middlesex.

**DACHYL, LTD. (P.C.)**.—Capital £100. To carry on the business of manufacturers of and dealers in soaps, toilet preparations, etc. Subscribers: Rupert J. M. Howe and Gertrude Wren. The first directors are not named. Solicitors: Howe & Rake, 22 Chancery Lane, London, W.C.2.

**K. H. TURNER, LTD. (P.C.)**.—Capital £5,000. To acquire the business of a dispensing chemist, vendor of

cosmetics, soaps, etc., carried on by Mrs. Kathleen H. Turner at 3 Bell Lane, Tile Cross, Birmingham, 33, as K. H. Turner, M.P.S. Directors: Kathleen H. Turner, M.P.S., and William L. Turner. R.O.: 414 Bearwood Road, Smethwick, 41.

## BUSINESS CHANGES

**NOTTINGHAM CO-OPERATIVE SOCIETY, LTD.**, have opened a pharmacy department in their store in West Street, Boston, Lincs.

**KIMPTON BROTHERS, LTD.**, are removing to Red Carnation House, 36 Poultry, London, E.C.2, on November 30 (telephone: Metropolitan 8181).

**KEIGHLEY INDUSTRIAL CO-OPERATIVE SOCIETY, LTD.**, following their recent takeover of the Skipton Society, have acquired the pharmacy of Mr. G. Swinglehurst, M.P.S. (Irvings), Sheep Street, Skipton, and are to continue it along its present lines.

### Appointments

**BAYER PRODUCTS, LTD.**, Kingston-on-Thames, Surrey, have appointed Mr. R. C. Dixon their marketing office manager. Mr. R. C. Dixon assumes responsibility for organisational matters in connection with both pharmaceutical and veterinary sales.

## IN PARLIAMENT

By A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

A BILL to regulate the keeping and use of radioactive material and to make provision as to the disposal and accumulation of radioactive waste was introduced in the House of Lords by Viscount Hailsham (the Lord Privy Seal) on November 12. It provides that users of radioactive materials will be obliged to register their premises. No disposal of radioactive wastes will be permitted except on an authorisation from the appropriate Minister.

### Pyrethrum

Replying to questions by Mr. J. A. BIGGS-DAVISON, on November 12, Mr. JOHN HARE (Minister of Agriculture, Fisheries and Food) stated that research into the active principles of pyrethrum and its application to insect pests in growing plants and in stored food had been in hand for some time. The limitations on the use of pyrethrum on agricultural and horticultural crops were that it had so far only been shown to control a small range of insect pests. Its active life was short and its cost relatively high.

### Leukaemia

Apologising to Mr. T. E. DRIEBERG for the length of the reply to his question on November 16, Mr. DEREK WALKER-SMITH (Minister of Health) stated that statistical studies were being made of the leukaemia death-rate in relation to the level of background radiation in different parts of the United Kingdom; experimental work on the induction of leukaemia by radiation was also being carried out on animals. A prime object in both studies was to discover whether there

was any relation between the incidence of leukaemia and very low doses of radiation such as those attributable to fall-out. An increase in the death rate from leukaemia was observed for many years before the explosion of the first atomic bombs and had been continuing. Later Mr. M. EDELMAN asked the Minister of Health how many cases of leukaemia were reported in 1939, 1950, 1957 and 1958, respectively. In his reply Mr. DEREK WALKER-SMITH stated the numbers of cases were not known. Deaths from leukaemia in England and Wales were as follows:

1939	..	..	..	1,034
1950	..	..	..	1,832
1957	..	..	..	2,394
1958	..	..	..	2,386

### New Penicillin (Tests)

DR. E. SUMMERSKILL asked the Minister of Health if his attention had been drawn to a public announcement made by certain research laboratories on October 26, in which they claimed to have produced a new penicillin to be administered orally, which was twice as effective as penicillin; and if he would cause the most exhaustive tests to be made before a decision was taken to include the substance in Prescribers' Notes. Mr. DEREK WALKER-SMITH said he was aware of the announcement. He understood that the reports of the clinical trials that had been undertaken were not yet available. When they were he would consider whether there was any helpful information suitable for inclusion in Prescribers' Notes.

### Hospital Building

A proposal that £31 millions should

be spent on capital development in the hospital service in England and Wales in 1961-62 compared with £25.5 millions in 1960-61 was announced by the Minister of Health on November 16. Two new hospitals (a maternity hospital in Manchester and a mental deficiency hospital in Northamptonshire) were foreshadowed as well as a number of large extensions for existing hospitals.

## LEGAL REPORTS

### U.S. Decision on "Liver" Pills

THE United States Supreme Court has denied Carter's Little Liver pills the use of the word "Liver" in the title of its product, nor may it claim in advertising that the pills "increase the flow of liver bile." The Court on November 9 rejected an appeal by the company against an order from the Federal Trade Commission. The F.T.C. had said the company misrepresented the nature, operation and therapeutic effect of its pills.

### Sale Not Supervised

AT Clerkenwell magistrates' court on November 11, John Victor Gaches, M.P.S., 707 Finchley Road, London, N.W.2, was fined £5 with £5 5s. costs after admitting two offences. He was summoned that on July 10 at 85 Highgate Road, N.W.5, he did unlawfully sell by retail a salt of codeine contained in Codis tablets, not under supervision of a registered pharmacist. The second offence was that he similarly sold a salt of hyoscyne contained in Kwells tablets. The magistrate imposed no penalty on the second offence. Gaches told the court: "I went out of the shop to buy some more drugs for my stocks. When I came back one of the Pharmaceutical Society's inspectors was in the shop and he had bought some Codis tablets and some Kwells. He told me I would be prosecuted, I had just taken on a woman assistant of fifteen years' experience. I had every confidence in her not selling poisons while I was away. But when I asked her about it she told me she had always done so in previous jobs and did not know it was wrong." Mr. A. C. Castle, prosecuting on behalf of the Society, told the magistrate: "We have got to safeguard the interests of the public. If goods containing poisons are sold in the absence of a qualified chemist then a prosecution follows. In the law there is no difference between selling Kwells and Codeine tablets and Dangerous Drugs." The magistrate: "To a layman it seems extraordinary that if he goes out of his shop for a few minutes a qualified chemist can be prosecuted if things as widely used as codeine tablets are sold in his absence." Asked by the magistrate what would happen if a chemist were taken ill, Mr. Castle added: "He should either suspend the sale of poisons or close the shop until he is fit to return." Elaborating on the necessity for the presence of a qualified chemist to supervise poisons being sold, Mr. Castle stated: "If the chemist happened to be in the lavatory when a customer called for goods containing poisons, the customer should be asked to wait until he returned to the shop." Imposing the fine, the magistrate said:

"It seems rather extraordinary that a registered pharmacist should be prosecuted for selling codeine tablets and Kwells by means of an assistant, but apparently the law says it can't be done. But I don't think I am called upon to take a grave view of this matter."

## DEATHS

**LLOYD.**—On November 4, Mr. Edward Marsden Lloyd, M.P.S., 5 Castle Street, Hay-on-Wye, Herefords. Mr. Lloyd qualified in 1908.

**MITCHELL.**—On November 10, Mr. William Boyd Mitchell, M.P.S., 9 Gartconnel Road, Bearsden, Glasgow. Mr. Mitchell qualified in 1909.

**OSWALD.**—On November 5, Mr. John Seath Oswald, M.P.S., 96 Harley Shute Road, St. Leonards-on-Sea, Sussex. Mr. Oswald qualified in 1901.

**STEVENSON.**—On October 29, Mr. Barclay Stevenson, 14 Lynedoch Street, Greenock, Renfrews. Mr. Stevenson qualified in 1919.

**WANDLESS.**—On November 10, Mr. William Hood Wandless, M.P.S., 2 King Street, Whitehaven, Cumberland. Mr. Wandless, who qualified in 1897, was a member of the town and county councils, being mayor of Whitehaven from 1921-23 and chairman of the magistrates' bench until he reached retiring age at seventy-five. A chairman of the area education committee and founder president of Whitehaven Rotary Club. For many years he was

secretary of the Cumberland Pharmaceutical Committee.

## PERSONALITIES

**MR. J. A. COLSTON, M.P.S.,** Banatyne Street, Lanark, is the new president of Lanark merchants' association.

**MR. L. B. EDWARDS** (director and secretary, Drug Houses of Australia Export, Ltd., 2 Norfolk Street, London, W.C.2), retires at the end of November. Mr. Edwards reached the age of seventy-one years on November 7.

**MR. A. R. ESPLIN, 8A Hillend Road, Arbroath, Angus,** his wife and two daughters, are to settle in Australia. Since 1952 Mr. Esplin has been chief pharmacist under Angus Hospitals Board of Management with his headquarters at Arbroath Infirmary. Mr. Esplin served his apprenticeship with the late Mr. J. Jack, M.P.S., High Street, Arbroath, and qualified in 1934. For several years he worked in London before joining the R.A.M.C., and after leaving the army in 1946 he worked in Dundee until going to Arbroath Infirmary. Mr. and Mrs. Esplin and their daughters will settle in Cessnock, New South Wales, where their eldest daughter and her husband have their home.

## DID YOU READ IT?

THE correct interpretation of the prescription reproduced in this column last week was: Peritrate tablets. M. 48.

# Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

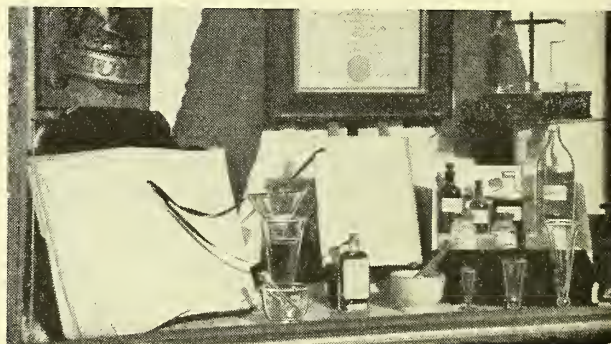
### Irish Pharmacy Week

**SIR,**—On behalf of the organising committee of Irish Pharmacy Week I wish to compliment you on the excellent reports which you have published in the past three issues: they have been outstanding for their comprehensiveness and accuracy. Perhaps the enclosed photograph will be of interest to your readers. The photograph shows a display that was introduced into his window by an Irish pharmacist for Irish Pharmacy Week. A prescription book (seen on the left) is linked by a ribbon to an enlarged reproduction of one entry (centre), while on the right may be seen the ingredients used, and, in the foreground, the finished bottle of medicine, together with the measuring glasses, pestles and mortars, funnel with filter, used in the compounding of the mixture. Above is the pharmacists' certificate with, on either side, a large drug jar and a dispensing scales.

**DONALD W. P. BOYD,**  
Chairman, Irish Pharmacy Week  
Committee

### Sale of C.N.S. Drugs

**SIR,**—I enclose a copy of a resolution adopted at the annual meeting of the



Salisbury and District Branch of the National Pharmaceutical Union on October 29. This resolution denotes the considered opinion of that meeting. Copies have been sent to the Council of the Pharmaceutical Society and the executive committee of the National Pharmaceutical Union.

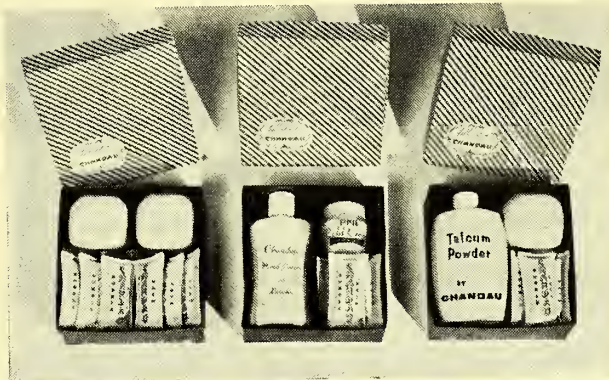
**W. F. MILDREN,**  
Branch Secretary

This Branch agrees that drugs which produce addiction should not be sold indiscriminately to the public but until the sale of such is restricted by law considers it is impracticable to comply with the suggestions of the Pharmaceutical Society. Neither is it in the interests of the public to divert the sales into other channels.

## TRADE NOTES

**Withdrawn.**—Lloyd-Hamol, Ltd., 11 Waterloo Place, London, S.W.1, have withdrawn the 7-lb. pack of Syl. The largest pack now available is the 500-gm. jar.

**GIFT PACKS:** Three of the Chandau series of Christmas presentation packs by T. L. Benton & Co., Ltd., 186 Seven Sisters Road, London, N.7. In addition to women's toiletries and cosmetics in the range, there are three packs for men.



**Dispensing Packs.**—Carlton Laboratories (Southern), Ltd., 2 Norfolk Square, Brighton, Sussex, have introduced 1,000-tablet tins of Alkadonna and Alkadonna-P.

**Price of a Pack.**—The price of the 250-tablet dispensing pack of Triominic (manufacturers: A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1), is 546s. and not as stated in the company's advertisement in the C. & D. Centenary number.

**Of B.P. Quality.**—Samaritan olive oil, issued by Thornton & Ross, Ltd., Huddersfield, is guaranteed to comply in all respects with the requirements of the British Pharmacopoeia. The oil has found favour for thirty years and may be recommended with confidence.

**Prices of a Hand Cream.**—Lincoln Chemicals, Ltd., 55 Stafford Road, London, W.3, point out that an obsolete price appeared in the illustration of a display outer of Linc-o-lin hand cream in an announcement by the company in the C. & D., November 21. The correct prices are 1s. 6d. and 4s. 11d.

**Round-the-clock Service.**—Hall, Foster & Co., Ltd., Newcastle-on-Tyne, 1, have installed the Ansafone automatic telephone in their new offices in Temple Street. Customers may telephone orders after normal business hours. Recordings are transcribed by 9 a.m. each morning and given urgent attention. The telephone number is Newcastle 29119.

**Distributors in Northern India.**—Bhagwan Das & Co., P.O. Box 1166, Chandni Chowk, Delhi, 6, are one of the leading pharmaceutical distributors in Northern India, with branch offices at Kanpur, United Provinces; Amritsar, Punjab; and Jaipur, Rajasthan. They cater also for the States of Delhi, Punjab, Himachal Pradesh, Jammu and Kashmir, Uttar Pradesh, Rajasthan and Madhya Pradesh, and are sole distributors for a large number of manufacturers, including Bengal Chemical and Pharmaceutical Works, Ltd., The British Drug Houses (India) Private, Ltd.; G. W. Carnrick Co. (Asia), Ltd.; Rybar Laboratories; Suhrid Geigy Trading Private, Ltd.; and Tata-Fison

Private, Ltd. They are stockists for many other manufacturers. As a service to the trade every year Messrs. Bhagwan issue a consolidated price list, which is mailed free to about 5,000 dealers.

**At Smithfield Show.**—Deosan, Ltd., an associate of Diversey (U.K.), Ltd., 42 Weymouth Street, London, W.1, are exhibiting for the first time at the Smithfield Show, Earls Court, December 7-11. On show will be, among other products, Deosan udder cream and Deosan hypochlorite; Deosan Dilac milkstone remover; and Deoluxe concentrated detergent. A feature will be demonstration units.



**NOVELTY PACK:** One of two novelty packs designed for the Christmas trade by D. & W. Gibbs, Ltd., Hesketh House, Portman Square, London, W.1, for Gibbs' Easy shaving stick. A bottle opener/corkscrew is included in the pack.

## Bonus Offers

OSBORNE, BAUER & CHEESEMAN, LTD. (agents, SANGERS, LTD., 258 Euston Road, London, N.W.1). Glymiel. Five per cent. on minimum order of £3 10s.; 7½ per cent. on £5; 10 per cent. on £10. Until November 30.

CIBA LABORATORIES, LTD., Horsham Sussex. Trafuril cream. Twelve tubes charged as ten.

SCOTT & TURNER, LTD., Andrews House, Newcastle-on-Tyne, 1. Andrews

liver salt. Offer (additional 5 per cent. on orders) closes on November 30.

POTTER & CLARKE, LTD., River Road, Barking, Essex. Potter's catarrh pastilles. Bonus period ends November 30. Orders through wholesalers only.

## NEW PRODUCTS

**Nialamide Tablets.**—Harvey Pharmaceuticals (department of Pfizer, Ltd.), 137 Sandgate Road, Folkestone, Kent, announce the availability of Niamid brand of nialamide. Niamid is described as a new compound of outstanding safety, for use in a widening range of conditions. It has proved of value in the management of depression and angina and is also claimed useful in the management of terminal or inoperable malignancies and chronic intractable pain associated with other conditions, and mental defect. Niamid is available in bottles of thirty, 100, and 500 5-mgm. tablets and bottles of thirty and 100 100-mgm. tablets. A booklet is available on the product on request from Messrs. Harvey Pharmaceuticals.

**"Nourishment" for Finger Nails.**—P. Leiner & Sons, Ltd., 7 Creechurch Lane, London, E.C.3, recently launched Pronel, a new diet supplement claimed the result of ten years' medical research to "nourish finger nails from within." It is for use by women suffering from brittle, splitting or soft nails, and comprises gelatin crystals and multivitamin and mineral capsules. The main gelatin



content is taken as a pleasant lemon drink made by stirring the crystal contents of a sachet in a glass of water. Two capsules—one mineral and the other vitamin—are swallowed with the drink. That is repeated every twenty-four hours. Three months is the recommended period of "treatment." Pronel is packed in cartons containing one month's supply. With every three cartons the crowner (illustrated) is supplied. Sole distributors of Pronel are Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1.

**Cream Brilliantine.**—A cream brilliantine dressing "for supple shining hair" has been introduced under the name "Shining Look." by Golden, Ltd., 7 Grosvenor Street, London, W.1. "Shining Look" is presented in a tube.

## PACKAGING NOTES

**Glass Containers.**—A 44-p. illustrated catalogue of the company's stock range of glass containers is available from Glastics, Ltd., Barnet Trading Estate, Park Road, High Barnet, Herts. The company are also making available a 4-p. folder giving examples of containers that have been decorated with Glastics ceramic labelling.

**A New Tin for Pharmaceuticals.**—The Autocap tin, designed by The Metal Box Co., Ltd., 37 Baker Street, London, W.1, is a new bottom-filled slip-lid tin with heat-sealed paper diaphragm. It is cheaper than the diaphragmed lever lid tin because there is no ring, and the diaphragm adheres direct on to the body; it is also claimed to be better than the ordinary lever lid tin because it is easier to fill. It is siftproof, and no labels, tapes, or internal bags are necessary as with slip-lid tins in current use. The Autocap has an unrestricted filling orifice for quick vacuum or gravity filling.

**Automatic Hand-strapping Tool.**—Packers Supply Co., Ltd., Agripta House, Burlington Road, New Malden, Surrey, have introduced a new, automatic tensional steel-strapping tool. The Straplicator works off any standard air-line or small compressor, depending for its working on a combination of pneumatics and hydraulics. Tension is predetermined by the setting of a calibrated dial and tension remains the same until it is reset. Operation is claimed to be simple: a button is pressed and the Straplicator in automatic sequence, tensions the strapping as required, follows on with the sealing operation and finally cuts off the surplus strapping close to the seal, the whole operation, from feed to cut-off, taking only three to four seconds. The tool weighs about 7 lb. and can be supplied for use with  $\frac{1}{2}$  in.,  $\frac{3}{8}$  in., and  $\frac{1}{4}$  in. width strapping on a wide range of gauges. The Straplicator is designed so that no part of the tool is ever under the strapping.

**Packaging Powders and Granules.**—Hassia Packaging Machines, Ltd. (Hassia - Verpackungsmaschinen, G.m.b.H., Germany) Victoria House, Southampton Row, London, W.C.1, have introduced the machine illustrated for the automatic filling of sachets with powdered and granular products. The packs are formed from heat-sealing wrapping materials, the filling, sealing and cutting-off all being carried out automatically by the machine. A pair of rollers draw the wrapping material from a reel and are geared electro-magnetically to give the desired length of package. The movement of the rollers is governed by a photo-electric cell that ensures that printed designs are correctly registered. The length of package using both unprinted and continuously printed materials may



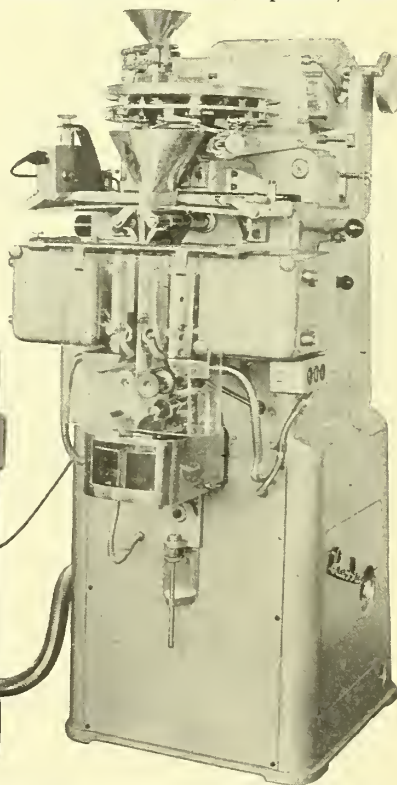
At left, the old and new bottles for Rimmel "Beauty on a Budget" nail lacquer (see foot, col. 3). At right, the Autocap tin decorated on body, lid and diaphragm. It may be seen that the Autocap has an unrestricted filling orifice for quick vacuum or gravity filling.

be altered up to 30 per cent. during the running of the machine by means of a hand wheel. Sealing is effected by thermostatically controlled sealing jaws. All parts that come into contact with the product being filled are made of stainless steel. There are three forms of feed; volumetric (for free-flowing products), vibratory and auger (for non-free-flowing or dusty products). Output is up to 130 packs per minute.

**Improved Performance.**—Coloured pressure-sensitive adhesive tapes are used extensively for closure sealing. With increasing use of automatic and semi-automatic applicators for that operation the need arose, especially with



**POLYTHENE CULTURE TUBES:** British Resin Products, Ltd., Devonshire House, Piccadilly, London, W.1, are producing culture tubes in Rigidex high-density polythene. The tubes may be steam sterilised without distortion or damage and are claimed unbreakable. In addition they are resistant to practically all chemicals.



printed tape, for even better adhesive properties and easy unwind from the roll to give the fastest possible output speed. Those problems are claimed to be overcome by the use of Sheenshield (under-surface printed) coloured Sello-

tape with new high-tack adhesive. The makers are Gordon & Gotch, Ltd., industrial division, 8 Paul Street, London, E.C.2. Messrs. Gordon & Gotch, to familiarise users (and potential users) with the applications of printed Sello-tape in publicity, have published "Publicity that Sticks," the latest issue in the new Sellomation pocket information series of booklets. It aims to interest large, small and would-be advertisers. For manufacturers with products selling over the retail counter there is reasoned argument and comment to justify the claim made that Sello-tape "Ad-Strip" is an essential last link in the publicity chain.

**New Look for a Bottle.**—Once Rimmel, Ltd., had proved that there was a need for a nail lacquer in their "Beauty on a Budget" cosmetics range, it was decided that the stock bottle and cap supplied by United Glass, Ltd., 8 Leicester Street, London, W.C.2, was no longer suitable. What was then required was a distinctive design but with the same finish and capacity of bottle that created the visual association of the existing container. Messrs. United Glass finally produced a similar shape of bottle with six parallel horizontal beads around the reverse half as decoration. A re-designed label in blue, white and black completed the transformation of the container.

**All-aluminium Aerosol Cans.**—The John Dale Group, Brunswick Park Road, London, N.11, are now producing, as standard, an all aluminium,

two-piece 6-oz. aerosol container. The cans are supplied with an aluminium base rolled on to an aluminium impact extruded body, which removes any

possibility of can corrosion due to bi-metallic action, and rusting at the base. Previously most two-piece containers had tin-plate bases.

## PHARMACIES OF BRITAIN—83



### THE PHARMACY OF GLAISYER & KEMP, BRIGHTON.

One of the oldest established pharmaceutical businesses in Brighton, Glaisyer & Kemp (Chemists), Ltd., Castle Square, was established a few doors away from the present site, in North Street, in 1798. The business was founded by John Glaisyer whose apprentice, Grover Kemp, later entered into partnership with him. In 1871 Mr. Frederick Guy entered the firm, becoming a partner in 1883. In 1893 the business passed to him. Since then it has been carried on by his two sons, Messrs. A. W. and F. J. Guy. The lease of the North Street premises ran out in 1926, at which date the business was transferred to the present premises in Castle Square. In the possession of the company is a prescription book of the year 1800.

# DRUG INDUSTRY AND ITS PROBLEMS

## Dr. Kerfoot addresses the Leicester Branch of the Pharmaceutical Society

"THE art of public relations was new to us, but we had to learn it and we had to practise it," said Dr. T. H. M. Kerfoot in an address to a recent meeting of the Leicester Branch of the Pharmaceutical Society on problems facing the pharmaceutical industry. He began with a brief historical survey and suggested that since the discovery of aspirin the industry had been "straining forward, sometimes almost aghast at its own momentum." Although many original fundamental discoveries had come from other sources, the translation from research laboratory to chemical factory, and from chemical factory to dosage form, had been the responsibility of the industry. Those in clinical medicine now had tools of greater precision than they had ever had before. Indeed, it was probably true to say in that last twenty-five years the industry had produced more specific drugs than had been produced in the whole of the history of medicine, and that 90 per cent. of the prescriptions written today simply could not have been written twenty-five years ago, because the drugs did not exist. It was impossible to say what had been the effect of the National Health Service upon the industry, because much of what had happened was inevitable.

### Increases Accounted For

First, the turnover had increased at home and abroad. Modern drugs were inherently more costly than their simpler predecessors, dose for dose. Britain had an increasing and steadily ageing population, and it was the very young and the very old who, *per capita*, consumed the most drugs. The National Health Service had, too, brought the best in medicine to many who would otherwise have had to do without.

The influx into this country of foreign-owned companies was, Dr. Kerfoot said, inevitable. American companies with their large home market were able to devote much greater resources to research, and if a manufacturer whose thinking was international succeeded in producing a valuable new drug, it was only right and natural that he should sell it throughout the world. The advent of the National Health Service meant that the industry had been working in the full glare of public scrutiny, and it had been faced with a succession of committees and inquiries.

In addition there had been a good deal of public criticism, mainly from Parliament, to a less extent from the Press and the professions. That criticism, whether outspoken or implied, stemmed largely from ignorance, and the industry had tried to meet it by making its achievements better known and by building up a good relationship based on mutual confidence with the Ministry at Whitehall. The industry was a heterogeneous collection of companies varying in size from small private concerns to large corporations and covering the whole field of manufacturing pharmacy. The formation of the Association of British Pharmaceutical Industry had enabled the industry to

speak with one voice, but it was not easy to decide what that voice should be. "To begin with, we concentrated on building up a sound relationship with the Ministry of Health. We had discussions and negotiations, we gave oral and written evidence to committees, we co-operated in official inquiries. We did those things willingly, honestly and carefully, and as a result our relations and our mutual understanding improved enormously. We learnt what we had perhaps instinctively realised, that good consultation is an important part of public relations. We learnt, too, as did the Ministry, that good consultation depends upon information, and we realised that nothing like enough is known about the achievements of the industry and about the real cost of treatment with drugs." It was hoped, with the help of the Ministry's statisticians, to obtain information, particularly about such things as the incidental savings resulting from the use of modern drugs.

Public criticism had originated largely in the House of Commons, and was mainly based either on ignorance or upon wrong interpretation of known facts. Damaging and inaccurate statements made on the floor of the House of Commons usually received considerable publicity and were difficult to refute. "Accordingly, we have had to do the best we can to make sure that those Members of Parliament who are interested in health matters are reasonably well-informed, and therefore less likely to make inaccurate statements."

In the past there have been three main lines of criticism. The first—that prices were too high. "I think it significant that, since 1949, the Board of Trade index of wholesale prices for drugs and pharmaceutical preparations has risen only from 100 to 105, whereas the same index for all manufactured products, other than fuel, food and tobacco, has risen to 140. In addition, the industry had shown that, since 1955, a representative sample of ethical specialities had shown a fall in price of no less than 17 per cent. The rise in cost in the pharmaceutical service has most definitely not come about because the industry has lifted its prices."

A large proportion of medical specialities were subject to the price-regulation scheme freely negotiated with the Government, and the inquiry into the prices of standard drugs showed that their profitability was less than that of industry as a whole.

### Advertisement Criticisms

The second line of criticism concerned advertising. Such criticisms were difficult to refute because they employed nebulous indefinable terms containing distorted judgments. Dr. Kerfoot did not consider the promotional methods of the industry were excessive, either in quality or in quantity. "It would be idle to deny that our ultimate purpose is to sell goods, but I think it should be remembered that our approach to this problem is largely that of advertising by service, rather than advertising by persuasion."

The practising physician was a busy man, but he must be kept up to date. "It is our belief that by providing him with literature and by sending our technical representatives to discuss our products with him, we save him an enormous amount of study and reading." The approach was to some extent partisan, but it was honest. "We do not gloss over side-effects nor conceal contraindications." There were occasional, and almost always inadvertent, lapses from grace and "as an association we have been at pains to impress upon our members that one piece of inadvertent commercial malpractice can bring the whole industry into disrepute. In fact, we went further. In October 1958 we revised the Association's Code of Marketing Practice, making it into a positive and useful guide, particularly for new entrants into the industry."

The third line of criticism was the vexed question of multiplicity of brands. "From your point of view this is a phenomenon that results in your having to lock up more capital than you would like, and causing shortage of shelf space. From our point of view, the practice is part of the normal process of competing with our rivals—a process which even the Ministry of Health has admitted to result in the lowering of prices."

### Exaggerations

Dr. Kerfoot considered that probably the problem had been exaggerated. It was natural to notice the six or seven brands of the same drug and to overlook the hundreds of individual items for which there was no duplicate. "As a matter of curiosity, I have been through the list of approved names in the British National Formulary together with their other names, and it is interesting to notice that approximately 73 per cent. of those approved names have only one other name, 19 per cent. have two, 5 per cent. have three. That makes 97 per cent. Of course, that is only a partial picture, and I am well aware that expressing the problem in terms of figures like that does not solve it. I can only say that we, in the industry, consider the problem to be virtually insoluble in that every remedy so far suggested is worse than the disease." Research was the backbone of the industry and any company undertaking it had only one way of recouping itself for the cost, and that was to brand its products, thereby canalising the profits back in order to finance further research.

Many problems still eluded the industry, yet a "major break-through" might easily lead to a considerable increase in the Drug Bill, simply by making it possible to treat conditions previously beyond the reach of drugs. For that reason, it was increasingly important that more should be known about the concomitant savings: the reductions in the costs of sickness, hospitalisation, sick pay and loss of production, and—though it could never be measured in terms of money—the increased happiness and well-being.

# DROXALIN

## ACID ADSORBENT

*Palatability—plus remarkable  
initial speed of action*



As a consequence of the wide and successful prescribing of DROXALIN TABLETS in gastric ulcer, hyperacidity and sickness of pregnancy, a demand arose for a liquid version of the DROXALIN formula.

Introduced in 1958 as DROXALIN GEL this liquid formulation already has made a high reputation and is now widely prescribed.

DROXALIN GEL is remarkable in its initial speed of action. Over the first two minutes, it is as much

as three times as effective as the most prescribed acid adsorbents—Aluminium-Hydroxide or a well prescribed mixture of Magnesium Trisilicate and Aluminium Hydroxide.

This initial speed of action is a potent factor in the management of gastric pain.

DROXALIN produces no acid rebound or other harmful side effects. The well known palatability of DROXALIN tablets is maintained in the Gel.

# DROXALIN

## ACID ADSORBENT

### ACTIVE INGREDIENTS

#### TABLETS

Dried Aluminium Hydroxide Gel B.P. 2.5 grains  
Magnesium Trisilicate, B.P. 2.5 grains

#### GEL

One teaspoonful (3.5 ml) contains 60 grains Aluminium Hydroxide Gel B.P. (equivalent to 5 grains Dried Aluminium Hydroxide Gel B.P.) and 5 grains Magnesium Trisilicate B.P.

### DOSAGE

**TABLETS** In gastric ulcer: 2 to 4 tablets, chewed, every 2-4 hours.  
In hyperacidity and Sickness of Pregnancy: 2 tablets as required.

**GEL** In gastric ulcer: one or two teaspoonfuls half an hour after meals. Repeat as necessary.  
In hyperacidity and Sickness of Pregnancy: one or two teaspoonfuls as required.

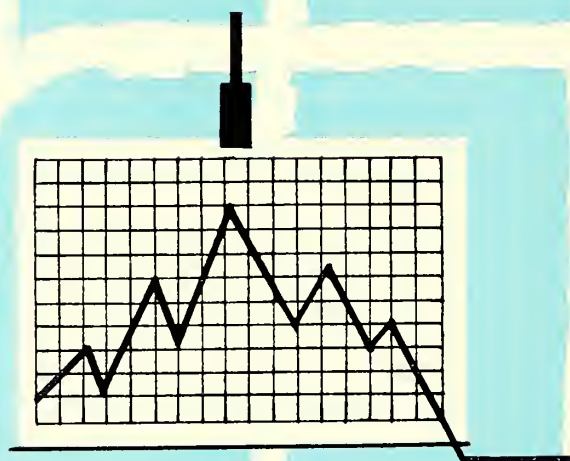
### PACKS AND PRICES

**TABLETS** In Hygienic film strips of 6, in cartons of 30 and dispensing packs of 504. Basic N.H.S. cost 2/2d for 50 tablets.

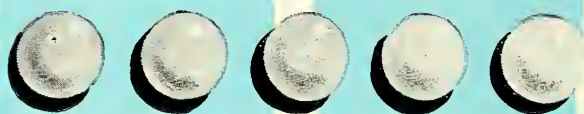
**GEL** 8 oz. and 80 oz. bottles. Basic N.H.S. cost 2/2d 8 oz. bottle.

**CLINICAL TRIAL  
SAMPLES ON REQUEST TO:**

**SCOTT & TURNER LTD • NEWCASTLE UPON TYNE 1**



## VILLESCON takes over



## from here

The active principle of Villescon is an entirely new synthetic compound — phenylpyrrolidinopentane. Given immediately the convalescent stage is reached, Villescon produces the following clear-cut and positive therapeutic effects:—

- An increase in appetite in most cases.
- An increase in pulmonary ventilation.
- A striking improvement in the patient's frame of mind and will to recover.

This highly beneficial combination of actions, lacking from conventional preparations, marks Villescon as the first true tonic and specific therapy for convalescence. Villescon is non-toxic and produces no side-effects. The tonic effect produced is a true one and does not represent an overdraft on the basic resources. The action of Villescon is, in fact, wholly beneficial and encourages a return to normal health in the shortest possible time. A balanced supplement of vitamins is also contained in the Villescon formula.

*Villescon is contra-indicated in the presence of thyrotoxicosis.*

# *For CONVALESCENCE* **VILLESCON\***

*1-phenyl-2-pyrrolidino-pentane hydrochloride, with vitamins*

## *The First True Tonic*



*Manufactured and distributed in the U.K. by Pfizer Ltd.,  
Folkestone, Kent, for*

**C. H. Boehringer Sohn, Ingelheim am Rhein**  
*Registered proprietors of the Trade Mark.*



# The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

TELEPHONE CENTRAL 6565

## Price-cutting in America

SOME of the points made by Mr. Wright Patman (a member of the United States House of Representatives) in an address to the National Association of Retail Druggists recently (*N.A.R.D. Journal*, October 5, p. 22) seem to us worth quoting in Britain. For they refer to causes and effects which are not only universal in their application but which have had a special applicability to Britain since the outlawry of collective price maintenance. Rep. Patman's theme was the paradoxical one that "cut-throat" pricing (American for price-cutting) kills competitive enterprise. He said:—

Many of us in Congress have learned a few things about it, and see it devouring independent businessmen and killing our private-enterprise system. . . . We are receiving complaints about the use of this cut-throat pricing practice. . . . The perpetrators and users of the practice. . . have hired not only lawyers and economists, but publicity stunt men to convince the public that cut-throat pricing is a great public service. . . . In addition to giving it an innocent-sounding name, those who use this practice have argued that it is the very essence of competition. The place where it is practised frequently bears the beguiling name of discount house. . . . The House [of Representatives] Small Business Committee . . . is convinced that deceitful and misleading price cutting is not in the public interest, and that small businesses need protection against loss-leader and similar unfair business practices. . . . Americans should be under no illusions as to the value or effect of price cutting. It has been the most potent weapon of monopoly—a means of killing the small rival. . . . The public interest isn't tested solely on the question of whether prices charged for an item are high or low at a given moment. The more reasonable test for the public interest is whether the prices to be paid are determined by the forces of competition practised freely and fairly, not merely for a day, but for tomorrow as well.

Congress and the President concluded, more than twenty-five years ago, correctly I think, that farmers cannot fairly exist in a market where they pay monopoly controlled prices for industrial goods, and produce under conditions where they must themselves produce and sell without restraint for a purely supply-demand price. . . . We would not think of repealing those laws, nor do I see the justice of requiring small businessmen of this period to suffer the consequences of cut-throat competition. Protection is needed under the law for that segment of our economy also.

Some argue that we should enforce our antitrust laws. . . . If it were politically possible to enact antitrust laws which would be effective in moderating the abuses of power which take place in present-day business prac-

tices, and thus to permit business firms of all sizes to compete on the basis of efficiency, there would probably be no need for action against local price-cutting. . . . But these things are not politically possible. . . . Unless we act to protect and preserve small business from predatory pricing practices, we are doomed to witness not only the passing of the small business firms, but also the end of our private enterprise system and the substitution of monopoly control for it.

In this country the Restrictive Trade Practices Act, though it banned the enforcement of price maintenance by collective action on the part of manufacturers and distributors, recognises the right of manufacturers to fix, and to enforce by court action, prices they attach to their goods, and there is nothing in the Act which precludes a trade association from assisting its members in carrying out their individual policies. As has from time to time been reported in these columns, the Proprietary Articles Trade Association helps its manufacturer members by serving notice of their resale conditions on price-cutting traders, making "test" purchases from them, and by instituting the court proceedings that may follow. There is nothing to debar chemists as individual citizens from plugging away at the truth that price-cutting prevents, not promotes, fair competition on level terms, or from urging replacement of the Act by other legislation which, by safeguarding the small trader, will also protect the public from concentration of economic power in too few hands and thence from eventual exploitation. In the grocery trade in America 273 food chains in 1953 have shrunk to seventy-seven, and out of 370,000 food stores 12 per cent. do 70 per cent. of the business. In retail pharmacy one multiple secures one-twenty-fifth of the total volume of trade, though there are estimated to be about 50,000 pharmacies. The influence of price cutting is beginning to be seen in the grocery trade in Britain. Its effects will be no different from those in America. Two things should be borne in mind. One is that the Act has prepared the way for it. The other is that the grocery trade, where it is making headway, is winning from chemists an ever-increasing share of the trade in, at least, toilet preparations and sundries. To borrow a slogan from the steel manufacturers, it is the pharmacist's voice, not his vote, that is wanted at the present juncture.

## Swift and Certain Delivery

SPEED of delivery and certainty of timing are rated the principal factors that lead traders to prefer their own vehicles to rail or public road transport in delivering goods to customers. That is the finding of a survey recently conducted by the Traders' Road Transport Association, the national organisation for C-licence operators. The question of cost is described as "important but quite secondary to the vital need to give service to customers." "Public transport," states the report, "must compete in terms not only of charges, but also of service if it is to attract traffic from C-licence vehicles."

An additional reason for the preference was the reduced breakage and damage, and—"to a lesser extent" pilferage. Furthermore the "virtual elimination of damage by the use of a trader's own vehicles and staff may in some instances become the predominant factor in his deciding to use his own transport."

A scrutiny of the statistical information given reveals that 181 organisations in the chemical and allied indus-

tries that co-operated in the survey operated 4,549 vehicles, of which 806 were described as "non-load carriers" (the class includes representatives' cars, the remainder being a variety of vehicles from electric platform trucks to tippers).

The statistics "give a vivid reminder of the almost unrecognised revolution on wheels which has occurred within less than a generation. There has also been the steady integration of the road vehicle into the manufacturing pipe-line from raw material processing to finished products and thence to the consumer."

Those who have travelled on the main highways of this country will not have failed to notice the ever-increasing juggernauts carrying the basic chemicals of the many synthetic and other processes in industry. On pharmacy, road transport has had an effect, no less than in other industries. Development of the wholesale pharmaceutical trade to its present highly organised state is perhaps due as largely to the development of the internal combustion engine as to the development of the proprietary medicine. "Speed of delivery and certainty of timing" are expected by the patient or his relative presenting a prescription at the pharmacy. The retailer, in his turn, expects and usually obtains similarly speedy treatment when he sends in his orders to the wholesaler or manufacturer.

As the complexity and variety of medicinal preparations increases, the pharmacist will come to rely more and more on the service given by manufacturers and wholesalers and even the hovercraft or helicopter may in due course come to be pressed into service, however fanciful the suggestion appears today. For cost is likely to remain a less determining factor than speed.

### A Third Edition of "Pharmaceutical Emulsions"

In reprinting "Pharmaceutical Emulsions and Emulsifying Agents," the opportunity has been taken to bring the text right up-to-date. With new emulsifying agents continually coming on to the market and others being withdrawn, the index of proprietary emulsifiers included alone makes the possession of each new edition a "must" for practising pharmacists, technologists and students. Revised by Mr. R. F. White, B.Pharm., the third edition, just published, includes many additions to the text and to the classified list of emulsifying agents. While the purpose and layout of the book are unchanged, the text is printed on a superior art paper. Copies are available from the offices of THE CHEMIST AND DRUGGIST, price 9s. (postage eightpence).

## Onward from Galen A CURRENT CAUSERIE

ONE of the local pharmacists, in the writer's area, has photographically speaking, become colour conscious. He has developed a personal interest in the subject and some of his enthusiasm has been transmitted to his customers. The other evening he invited a number of his customers to take their best twenty transparencies and show them. The chemist is fortunate in having a deep shop, and rows of chairs were placed on the customer side of the counter. We all stayed much longer than we had anticipated, though "dispensing" of coffee occupied but a short interlude. We learned much—not only about photography but also about the other activities of our neighbours, who revealed their interests and hobbies by the subjects of their transparencies. We know now to whom we can go if we wish to discuss

vintage cars, alpiners or sink gardens. Although photographic and other goods were on display, no immediate sales were attempted. We cannot but believe that there must be some positive results (sales wise) from the close association for nearly four hours of so many potential customers with the goods displayed, and the idea is commended to others.

★

"Do not make a high offer when the landlord wants to put up the rent of your shop, or it may count against you if the case goes to county court." That is the advice of Mr. D. W. Harrison (chairman of the London Committee, National Union of Small Shopkeepers).

Mr. Harrison cites the case of a shopkeeper paying, say, £175 annual rent, who receives a demand from the landlord for £500 when the lease falls due for renewal. The tenant, wishing to obtain a new lease without trouble, may then offer £350 as a compromise figure. At that point the Landlord and Tenant Act, 1954, appears to come to the rescue of the landlord. For under that Act the tenant may take the landlord to court to obtain a new lease at a "fair" rent only to find that the judge fixes the compromise figure between the highest offer of the tenant and the landlord's original demand. In the instance cited that could be as much as £425 or even £450—which was the landlord's target in the first place. Therefore, says the Committee, the new Government must amend the 1954 Act.

The committee has other grounds for urging amendments to the Act. One is the question of compensation payable if a landlord terminates a tenancy on expiry of lease. As the law now stands the landlord can get possession if he can prove that he wants the premises for his own purposes, and the most he can be obliged to pay in compensation is two years' rateable value—if the tenant has been in occupation for fourteen years or more. For less than that time the compensation is only a year's rateable value. Then there is nothing to stop the landlord, as a director of a new company, opening a business in the premises for a short time as a "blind," afterwards reletting to some other shopkeeper at a highly enhanced rent.



The silver salver presented to the Pharmaceutical Society by the directors of Morgan Brothers (Publishers), Ltd., on the occasion of the centenary of THE CHEMIST AND DRUGGIST (see p. 441). The salver, made in London by Edward Jay in 1790, has a chased floral decoration with a family crest in the centre.

### ECHOES OF THE PAST TOUCHING YAWNING

From "*Sylva Sylvarum*," by Francis Bacon, London, 1676. It hath been noted by the Ancients, that it is dangerous to pick ones Ear whilst he Yawneth. The cause is, for that in Yawning, the inner Parchment of the Ear is extended by the drawing in of the Spirit and Breath; for in Yawning and Sighing both, the Spirit is first strongly drawn in, and then strongly expelled.

# "TOPICALITIES" OF THE PAST

Reflections prompted by the *C. & D.* Centenary number

BY THE PRESENT XRAYSER

ALL the world's a stage, we are told, and all the men and women merely players. So far, journalists and columnists fit into the picture. They also have their exits and their entrances, but there the resemblance comes to an end so far as Xrayser is concerned, for in the case of the player with the penetrative pseudonym, the part has been played by many men—or, at least, by several. For though the feature is sixty years old—a mere youngster compared with *THE CHEMIST AND DRUGGIST* itself—its apparent immortality has only been achieved by a succession of mortals.

## *The First of the Line*

But, as on the stage, great importance must always be attached to the creator of a rôle, and the year in which *THE CHEMIST AND DRUGGIST* celebrates its centenary would seem an appropriate time to reflect retrospectively on the character and writings of the first Xrayser. He had qualifications and opportunities that have been denied to any of his successors, for he was pharmacist, historian, author, editor, and member of Council of the Pharmaceutical Society, though not all of these things at one and the same time.

Those who have an interest in the history of pharmacy are well acquainted with Wootton's "Chronicles of Pharmacy"—a work that is still quoted as authoritative wherever the origins of the craft are under discussion. The work is recommended by Dr. Douglas Guthrie, that eminent medical historian, as supplementary reading to his own "History of Medicine," and many other medical historians refer to Wootton as authoritative, as well they may. Unfortunately the two volumes of the "Chronicles" are no longer in print. That same A. C. Wootton was the first Xrayser, whose many gifts made the task of succeeding him one of great difficulty. Third editor of *THE CHEMIST AND DRUGGIST*, it was subsequent to his retirement that he lent his experience and talent to readers of the paper in the form of "Observations and Reflections." It is of that aspect of a full career I would write.

The first column appeared on August 26, 1899, and it must have been at once obvious to readers of the paper that expression was to be free and unfettered. The topic was carbolic acid, and the comment was as blistering as its subject.

WHEN are we to hear from the Privy Council in regard to the addition of this substance to the Poison Schedule? Their Lordships are grouse-shooting now, and councillors of the Pharmaceutical Society are also *en vacance* till October, otherwise it might have been urged that, regardless of etiquette, a note pressing for a prompt decision should be sent from Bloomsbury to Whitehall. Meanwhile the humorous practice of supplying the gentle fluid in a bottle labelled "Lime-juice Cordial," as reported last week, may be continued unrebuked. A humorous practice and a gentle fluid indeed!

In the same issue Xrayser expressed sympathy with Mr. Valentine of Virginia, who had come to England to secure the help of the law in stopping what he regarded as an infringement of his rights in meat-juice. Valentine had spent a year "cooling his ardour" in lawyers' offices in London before the case was heard. The hearing extended throughout May and June. After two months without judgment being pronounced, the Long Vacation had come, and Mr. Justice Stirling was now to be away until November. The opinion was expressed by Xrayser that that was hardly the way to encourage wealthy Americans to come and spend their savings in our law courts. Perhaps if the wealthy American had read of Jarndyce and Jarndyce he would have been discouraged at an earlier date!

Education and examinations are, and have been, much in the news recently, and the views expressed in September of 1899 indicate that the subject is a perennial:—

BUT are not examinations getting to play too big a part in our social life? Are we not on the wrong track with them? What we want in all professions is not so much luckily correct answers to five out of seven questions as the intelligent apprehension of the meaning of those questions. A mistake in working an arithmetical problem is of far less importance than a failure to understand the problem propounded. Is this distinction always borne in mind by modern boards?

The boards of examiners of today complain of lack of understanding of the fundamental principles of the various subjects, but they also complain of mistakes in working simple arithmetical problems. The intelligent apprehension of the meaning of the questions is still apparently a deficiency.

A week after writing on examinations, Xrayser dealt with a recent novel of H. G. Wells called "When the Sleeper Wakes." Wells attempted to depict the social life of London two centuries from the date of writing, when the material had finally triumphed over "the unprofitable indulgences of our day, such as art, literature and religion." One of the characters, Morden by name, is described as a most important officer of a company and a distinguished-looking man. He was managing director of the Antibilious Pill Company, and his workers sometimes turned out a myriad pills a day. Xrayser asks: "Is that really the condition of things we are tending towards?" After the lapse of sixty years, it would be illuminating to have the comments of the columnist could he take a look at the scene today. Have we done more than "tend towards"?

## *Dawn of the Twentieth Century*

January 6, 1900, was an important date in that it concurrently ushered in a new year and a new century. It appears that the first seventeen pages of the previous week's issue were devoted to New Year greetings.

THE New Year greetings which filled the first seventeen pages of last week's *C. & D.* were a striking feature of the number. I have no commission to respond on behalf of the trade and of students, but I think I am safe in saying that we all appreciate the kind wishes offered, and reciprocate the sentiments expressed in the same spirit as that in which they were presented, which had, I presume, a trace of the *do ut des* about them. In old times, before the days of printed price-lists or trade-reports, there was, I fancy, more chumminess between the wholesale houses and their retail customers than exists now. Sometimes a barrel of oysters at Christmas to those who paid their accounts within the year helped to cement the friendship. We know now that this was an immoral means of cultivating business; besides, oysters have since gone out of the range of the drug-trade. Perhaps those old-world amenities are incompatible with modern methods of dealing, but it is the retailers, if either, who have loosened the links. Comparing price-lists, setting one house to quote against the other, and inspecting every parcel received minutely, with the object of finding something to complain about and return, are not the old methods which won the oysters. But we retailers, on our side, have some little reason to complain. Wholesale firms have been too ready to stock and supply anybody and everybody who takes a new shop, and pretty often they smart for it. But meanwhile to attract custom the new man sells his goods at less than a living profit. This has been the worst form of competition we have had to meet. We must all look out for the best sources of supply nowadays, but we may as well on both sides be as considerate of each other's interests as circumstances will permit.

By April 21, the prospect of an election for the Council

of the Pharmaceutical Society was engaging the attention (in more ways than one, it will be seen) of the columnist and he vigorously attacked the complacency of some of the candidates who were seeking re-election.

THE complacency with which those candidates for the Council who are seeking re-election survey their past services and their actual merits reaches the sublime, and even goes a step beyond. The majority of them are so sure of their superiority to the common order of candidate that they do not think it necessary to recommend themselves in any way. "My views," writes Mr. Bateson, "will doubtless be known to all who are interested in the forthcoming election." Except for the enlightening paragraph in the *C. & D.* I am ashamed to confess that I should have had no knowledge at all of Mr. Bateson's views. I am in the same disgraceful state of ignorance with regard to Mr. Grose's and Mr. Warren's opinions. The truth is we see the machine at work and have a general idea of what it is doing, but it is hardly reasonable to expect us to keep our eyes glued on every little wheel.

That same election featured a candidate called A. C. Wootton, whose advent into pharmaceutical politics did not, apparently, meet with the warm approval of the official journal. Dr. Jekyll might stand for the Council, but Mr. Hyde took the opportunity of hitting back:

Mr. Wootton will certainly owe some of the votes cast for him to the vehement, and not very coherent, antagonism which has characterised the references to him in the official journal of the Society. I hear of quite a number of chemists who have declared they will vote for Mr. Wootton if only as a protest against this editorial malevolence. The Bloomsbury scribe last week reached the confines of sane comment in his passionate eagerness to protect the Pharmaceutical Society from the risks of Mr. Wootton's election on its Council. All the evils that have befallen the trade during the past forty years are debited to THE CHEMIST AND DRUGGIST, and the hypothesis is that the guilt of them may thus be traced to its ex-editor. "This candidate," it is said, "promoted the hostility to the Pharmacy Act," which he now pretends to regret, but his "false and disingenuous" contention, and his "line of inflated pretence" "should be too transparent to deceive any but ignorant or willing dupes." But this baseness was only an incident in a general course of turpitude. The readers of the *Pharmaceutical Journal* are solemnly assured that the trade has been "misled by the destructive delusions of THE CHEMIST AND DRUGGIST into a bottomless pit of disappointment and company-trading competition." When the Pied Piper was conducting the fascinated children of Hamelin to the mountain which was to swallow them, we are told—

*The Mayor was dumb, and the Council stood  
As if they were changed into blocks of wood.*

What were our Council doing while THE CHEMIST AND DRUGGIST was leading the trade into this bottomless pit?

In 1901, the column takes notice of the publication of the autobiography of a gentleman who took thirty years to pass the "Minor." While commending the author's persistence, Xrayser expresses concern that an evidently capable man, as shown by his essay, should have got into the wrong groove. Pharmacy, he states, was never meant for that man, nor he for it.

### *Premiums and Indentures*

On the question of apprenticeship, Xrayser in 1901 made the comment that premiums had been modified during the past half-century and that formal indentures were being abandoned. Since that time, of course, we have seen the reintroduction of indentures and have again witnessed their abandonment. But the most interesting part of that particular comment concerns the fact that "outdoor" service was becoming more common, as opposed to the apprentice living in as part of the master's household. It appears that there was an increasing disposition on the part of the youth of the day to enter an office and so secure for himself some wages from the outset. It appeared to Xrayser that it would soon be found necessary to adopt the system obtaining in Scotland, namely to pay something in the way of a salary. By 1908 a change had come over the scene, as the following paragraph for March of that year indicates:

THE Chemist's Apprentice who once considered it a privilege to pay a handsome premium to the firms who were graciously

willing to accept his money and his services has disappeared completely. It is to be hoped that the gilded youths of last century who thus bought the right to work at pharmacy had no cause to repent their bargains. As the premiums dried up, English pharmacists put on virtuous airs and announced that they did not take apprentices in their refined establishments, but an abundant provision of chemists of the future seemed for a long time to be ensured from Scotland and the North of England, where the outdoor system of apprenticeship had prevailed from time immemorial.

Despite the many pages of New Year greetings that ushered in the new century, as previously noted, the fair prospect by January 1902 seemed to have diminished, and a rather pessimistic paragraph in the first issue of that year deplored the [Boer] war, rising taxes, declining trade, a resigned acceptance by the nation of at least a second place in the world's trade, smallpox extending in London, and an increase in pauperism. "Scarcely a streak of brightness" commented Xrayser with a certain justification.

### *Challenge on Medicine Stamp Duty*

In May 1902 comment is made on the legal contest pending between the Board of Inland Revenue and Mr. Glyn-Jones, in which the latter claimed the right to exemption from medicine-stamp duty for a recommended B.P. preparation. A year later, Xrayser was hailing a remarkable victory in the fight, brought about by the discovery of an exemption in favour of chemists—presumably the "known, admitted and approved remedies" dispensation—which had stood in the Statute Book since 1812, without recognition by three generations of chemists, lawyers and Inland Revenue officials. The whole situation must be meaningless to the majority of members on the register today. Medicine stamp-duty was abolished before the 1939-45 war, mainly because legal minds, acting on behalf of the proprietary medicine manufacturers, had found large gaps in the legislation. The reprieve was short-lived, for the war brought purchase tax, which is still with us, and medicines which were described at the time of abolition as unsuitable subjects for taxation were soon found to be quite suitable again when money was required by the State. Xrayser says, in regard to the lack of recognition of the privilege that had lain in the Statute Book since 1812, that "we were all little better than blind inert matter to gaze at a gift thus presented to us by a fatherly Government without once picking it up and closely examining it." But what were the methods by which Mr. J. C. Umney proposed that manufacturers could circumvent the tax? It would seem, from the comment of Xrayser, to be that same "destamping" which appeared in the 1930's, and which eventually led to the abolition of the duty.

WHOLESALEERS can so easily—as Mr. J. C. Umney explains—avoid the incidence of the medicine-tax on preparations which they manufacture for retail chemists that, from the point of view of the latter, I can hardly help hoping they will adopt one or other of those methods in preference to pressing the Board of Inland Revenue for a special relaxation of the law in their own favour in such transactions. The statutory exemption established in the *Farmer v. Glyn-Jones* case depends for its value on the "guild" privileges which it apparently holds out to qualified chemists, and so far the Board appear disposed to maintain this principle in administration. A minute's consideration will show that this principle assumes that the public is to benefit by the qualification. Parliaments a hundred years ago believed that it was in the interest of the public that persons practising arts and mysteries should have been trained thereto. While the Board rely upon the qualification-test simply they are on safe ground, or at least on the ground taken by the legislation of 1812. Any concession in favour of wholesalers as such must extend to unqualified as well as to qualified persons, and can hardly fail to break down the distinction which, at least for the present, prevails.

But how did Xrayser gather information on affairs which took place behind closed doors? That question exercised the minds of a deputation to Somerset House, and the scientific explanation of the phenomenon must have baffled as completely as the incident itself.

"THE Deputation," it is rumoured, were vastly puzzled at finding so accurate a report of their conference at Somerset

House in the C. & D. They are evidently not familiar with recent developments of journalistic science. To explain the process briefly I may state that it rests on the discovery that human speech is composed of electrons, five to seven millions of which go to form each spoken word. These electrons emanate as "delta" rays, which pass through the walls of Somerset House just as easily as do the strains of a piano through the partitions which separate suburban residences. It will easily be seen that if Mr. Carteghe sat during the interview facing eastwards, his delta rays would proceed direct towards Japan, passing through Cannon Street on the way. All that was then necessary was a Marconi-tuned platinum Interceptor, which, when fitted with Edison's ingenious Resonator, restores to the electrons their original sounds as uttered. They are then stenographed in the usual way, and it is estimated that by intercepting Mr. Carteghe's remarks only, something like 92.5 per cent. of the whole discussion is secured.

Other topics, such as the question of the patent name "aspirin," marriage in pharmacy, and the fact that by 1907 1 per cent. of those on the register were women, indicates the fact that Xrayser had a wide interest, and was very much a "snapper-up of unconsidered trifles."

In view of developments in the middle of the twentieth century, one of the most interesting paragraphs concerned a visit paid by him to a meeting of the Fabian Society, at which a doctor read a paper indicating that in the Fabian millennium, "all the medical institutions and services, hospitals, clubs, asylums, Army and Navy, officers of health, poor-law doctors, the hundred-guinea surgeon and the sixpenny east-end dispensary are to be co-ordinated." Xrayser says that no impression of the Fabians being in earnest, or of having any serious anticipation of realising their fancies, was conveyed to "at least one humble listener." Present-day developments suggest, however, that the topic was not purely academic, though the development of the

Health Service was not the creation of Fabians alone.

Another observation, made in the issue of June 20, 1903, illustrates that the question of ethics in pharmacy was not new even then:

PHARMACEUTICAL ethics, indeed, need looking into again. It was in 1866 when Mr. Joseph Ince read his classical paper on that subject before the Pharmaceutical Conference. It appears to have been necessary to tell pharmacists then that when quinine was ordered salicin must not be substituted. That looked bad, but before we throw stones at our frail fathers it should be remembered that quinine at that time was 15s. per oz., and that the Sale of Food and Drugs Act had not been enacted. How far we owe our superior morality to the statute-book is, perhaps, a tender question. Our consciences have become blunted in regard to some of those offences since 1866. There is not much guidance for us in our present-day difficulties in Mr. Ince's lecture. He addressed a drug world before stores had appeared, before the Inland Revenue had become active, before patents had been cut, and, on the other hand, before the inspector was abroad. Our ancestors had less temptation than we have, but we run greater risk of being found out.

Those few extracts, taken at random from paragraphs published during the decade in which the first Xrayser conducted his reflections, give a clear indication that A. C. Wootton had the qualities that are necessary to gather a following—literary merit, incisiveness, experience and a wide and liberal outlook. His qualities approximated to those of Gilbert's heavy dragoon, whose ingredients combined the "narrative powers of Dickens and Thackeray" with the "keen penetration of Paddington Pollaky." Xrayser had those powers unmistakably, plus a keen interest in his profession and a lively sense of history. His work constitutes a historical commentary on pharmacy in the first decade of the twentieth century.

## ANY BUSINESS QUESTIONS?

*What requirements must be complied with before customers' goods left for repair and not claimed may be sold to cover the cost of the repairs?*

PRIOR to the passing of the Disposal of Uncollected Goods Act, 1952, a retailer was entitled to retain repaired goods until he had been paid for the work done, but he was not entitled, as "a bailee for reward," to sell the goods in order to recover the costs involved. The 1952 Act allows a retailer to sell uncollected goods if, when the goods were brought for repair, the retailer displayed a notice indicating that such goods were accepted subject to the provisions of the Act and the customer had been notified the goods would be sold if not collected. After twelve months the retailer must give a further notice to the customer by registered post stating he will sell the goods fourteen days after the receipt of the notice by the customer. If the goods are sold, the retailer must then prepare a record of the sale, which he is required to keep for six years, together with a copy of the notice of intention to sell the goods, and the certificate of postage of the notice. The record of the sale must contain the following details: A description of the goods; the method, date and place of sale; the amount of the gross proceeds of the sale; and a statement setting out each item in respect of which a charge has been made. If the goods were sold by public auction the name and principal place of business of the auctioneer must be included in the record of sale. Where the goods are sold privately and the gross proceeds are not less than 20s., the name and address of the buyer must be recorded. If the proceeds of the sale are greater than the cost of the repair, plus a reasonable charge for storing the goods and the costs of the sale, then the customer must be given the balance. If, however, the retailer is not reimbursed by the sale then the customer remains liable for the difference.

*I am a director of a company and in a statement of my tax position for 1958-59, though my remuneration is the same as that of my co-director, my earned-income relief differs from his—why should that be so? My co-director has a private income also.*

EARNED-income relief is given on earned income less annual charges. Thus, if bank interest is paid in a tax year, the

relief would be reduced and calculated on the net earned income, that is, earned income less annual charges, etc., which reduce it. Two people may, therefore, have the same earned income but their reliefs may differ by reference to such annual payments, etc., which may be deemed to be made out of that income. However, an annual charge may, so far as possible, be deducted in the first place from other income and earned-income relief may be affected only by the portion remaining, if any, to be taken against earned income.

## NEW BOOKS

### The Operation of Sterilising Autoclaves

Pharmaceutical Press, 17 Bloomsbury Square, London, W.C.1. 9 x 6 in. Pp. 45. 7s. 6d.

THE proceedings of a symposium held at the School of Pharmacy, Brighton Technical College, on May 9 (see C. & D., May 16, p. 527) are presented in the form of a booklets. The symposium may be regarded as comprising technical papers, a "policy" paper, and discussion. The three technical papers illustrate the combination of engineer, pharmacist and bacteriologist called for in the use and handling of sterilising equipment. The paper by Dr. J. H. Bowie examines the hospital administrators' function in relation to the existing sterilisation procedures in hospitals.

### Organic Chemistry, Vol 2.

I. L. FINAR, B.Sc., PH.D., A.R.I.C. Longmans, Green & Co., Ltd., 6 Cliford Street, London, W.1. 8½ x 5½ in. Pp. xi + 834. 45s.

SECOND editions frequently reflect the approval bestowed on first editions and this book is no exception. The standard is that of the London university special honours degree in chemistry, and the requirements of the student are, as to brevity and clarity of explanation or exposition, admirably met. In providing references for further reading the author has come to a happy compromise between a chemical classification and a pharmacological. His chapter upon the carotenoids, which includes vitamin A, is perhaps sufficiently modest to have permitted its inclusion with the chapter upon the other vitamins.

# PHARMACEUTICAL SOCIETY OF IRELAND

## Monthly meeting of Council

**A**RE the prospects in pharmacy sufficient to attract young people in search of a career, and is the standard of education demanded at entry into the profession too high? Those questions were discussed at a meeting of the Council of the Pharmaceutical Society of Ireland held in Dublin on November 10. Following a general discussion it was decided, on the motion of the President (Mr. H. P. Corrigan), to refer further consideration of the matter to the Society's Education Committee.

### *Fewer Students*

The matter arose when Mr. J. G. COLEMAN (registrar) reported that this year only thirty-four students registered for the science course. Originally there had been a registration of thirty-six but two foreign students later withdrew. Of the thirty-four, eleven were overseas students which meant that only twenty-three natives were starting pharmacy this year. The registrar said that in contrast, from October 1, 1958, to the end of October this year, sixty-three students had registered in the Pharmaceutical Assistants' Register. Of those, twenty-five were males and thirty-eight females; four of them were transferred from the chemists' register. "It brings out a point I made to the Schools' Committee that we have sixty-three registered as pharmaceutical assistants as opposed to twenty-three as chemists' apprentices," the registrar added. Mr. Coleman said that Latin was one of the necessary subjects for entry into the profession and he had heard complaints from students that in a number of schools that subject was no longer being taught, German and French being substituted.

MR. M. COSTELLO said there was obviously something wrong. Either pharmacy was no longer attractive, in which case the Council were wasting their time, or there was something wrong with the educational system governing pharmacy. The sooner the matter was discussed the better. Of the twenty-three Irish students entering, it was quite possible that not all of them would finish up as qualified chemists. When the registrar told Mr. Costello that of the twenty-three nine were girls, the latter commented "That means, allowing for marriage, we shall have only fourteen future chemists to supply the demands of the twenty-six counties."

Mr. Costello urged that the Council should lose no time in investigating the reasons why so few students were seeking admission to the profession. He urged that more facilities be given to apprentices wishing to study optics as well. In the country, and possibly in the cities, there were many pharmacies that did a good optical business and he would like to see that tradition continued. Instead of the present system of allotting a certain number of years to apprenticeship he suggested that the period should be computed in hours so that apprentices would be free to take on outside optical courses in their spare time.

MR. T. R. MILLER said he did not think that the standard of education required for entrance was responsible for the small number of students. He believed the cause was economic, and Mr. R. J. SEMPLE said he would like to see the Society's educational system kept in line with international standards. Mr. F. J. ROBINSON said he did not think there was any great difference in entry into pharmacy today except that it was "by the wrong door." In the old days parents were not confronted with the initial cost applying today. Mr. J. O'DONNELL did not agree that the Society's educational standard was too high. The difficulty lay in the fact that at present pharmaceutical chemists were not getting the financial reward they were entitled to. Twenty-five years ago, 50 per cent. of the pharmacists' business was dispensing, but today the figure was much less. If they could revert to the 50 per cent. better salaries would be possible and pharmacy would become more attractive.

Members of the Council had done their best to raise the educational standards governing entry into the profession and they could not now set about lowering them, said Mr. D. J. KENNELLY. If the prospects in pharmacy were more attractive students would register irrespective of the educational aspect.

AFTER ALDERMAN M. L. CASHMAN said that he did not think pharmacy was attractive today compared with other professions, it was agreed to refer the matter to the Educational Committee.

A letter was read from the Irish Housewives' Association about the levy on the import of certain tablets and tablet ingredients (*C. & D.*, October 3, p. 278). The Association sought the views of the Council on the possibility of an increase in the price of such commodities to the public as a result. It was decided to refer the matter to the Irish Drug Association.

### *"Most Ambitious Postal Course"*

Mr. Donald W. P. Boyd (chairman, Post-graduate Study Group) wrote submitting the annual statement of accounts on the completion of the fourth year of post-graduate studies. He commented "The postal course of instruction in physiology and therapeutics, which had its inception during the year, is the most ambitious ever undertaken by the Group. The candidates participating in the course, numbering over 300, comprise those in retail, wholesale and manufacturing pharmacy; representatives, hospital pharmacists and compounders; proprietors and medical practitioners." Although the majority resided in the Republic, there were candidates in England, Scotland, Northern Ireland, Pakistan and New Zealand. Mr. Boyd added that since closing the accounts for the season a number of new candidates had signified their intention of taking the course, two of them from New Zealand.

THE PRESIDENT said that the report spoke for itself, and added that the Council were indebted to the Post-graduate Study Group for the work they were performing.

MR. MILLER said that the Group were deserving of congratulations. Pharmacy Week had done more for pharmacy than he had ever anticipated.

The registrar read a letter from the Department of Health regarding the Council's proposal that a special supplemental examination should be held for students registered under the Society's pre-1952 regulations who had passed only a section of the Licence examination, Part II, before the end of the extension period (*C. & D.*, October 24, p. 353). The letter pointed out that the Minister was prepared to give approval to an amending regulation giving effect to the Council's proposal in that regard.

Mr. C. S. O'Connor (a member of the staff of the College of Pharmacy) wrote stating that he had formed a small committee to effect improvements in the College grounds. Already a considerable amount of work had been accomplished, but a substantial sum of money was required before the full programme could be completed. With that end in view the committee had decided to conduct a raffle which would carry attractive prizes. The committee sought permission to use on the raffle cards the words "Approved by the Council of the Society," and also asked if the president would consent to draw the winning tickets after the February meeting of the Council. Approval of the *Gardai* authorities had been received for the holding of the raffle. The Council unanimously agreed to consent to Mr. O'Connor's requests.

An L.A.H. certificate having been submitted, Dr. W. H. Coen, Athlone, was registered as a Pharmaceutical Chemist.

At a meeting of the Benevolent Fund which followed, grants totalling £52 were passed for payment.

*(To be concluded)*

# EFFECTS OF PEST AND DISEASE CONTROL

## Biological problems considered at a symposium in London

THE biological problems arising from pest and disease control were discussed at a symposium organised by the Institute of Biology and held recently in London. The subject was considered from four aspects: Plants; animals; effects upon man from control measures upon malaria and other insect-propagated diseases; and chemical resistance arising in bacteria and insects.

### Pests on Wild Host Plants

Ecological problems in crop pest control were reviewed by Mr. A. H. Strickland who pointed out that accumulating soil residues, destruction of beneficial forms of life, chemically resistant pests, and toxicity problems, emphasised that it was not easy to eliminate crop losses from pest attacks. The problem was complex, as often only a small proportion of the total pest population attacked crops: the majority live on wild host plants. About a fifth of the acreage of root, and some vegetable, crops was treated annually with insecticides in England. Treatment is not always efficient, and routine as distinct from necessary, insecticide use might cause trouble in the next few years. There were ways in which crops could be made unattractive to pests. Manipulations that cost little to effect might have a more lasting influence on pests than routine chemical treatment. Balanced plant nutrition, spacing within and between rows; the quantity and quality of the seed; good and even germination, rapid growth, and dense plant stands would all react against many insect pests.

Maintenance of ecological diversity in the hedgerows and in cropping, the use of resistant rather than susceptible varieties, the use of biological control agents such as fungi, bacteria, and virus organisms, and of parasitic and predatory insects that followed, pests back into their wild habitats. The use of chemicals on a rational basis, might be more efficient and less costly than current methods.

Dr. J. T. Martin (Long Ashton research station) was concerned with the effects on man of the widespread use of chemicals on plants. He said that a large proportion of the chemicals used in this country might be regarded as safe. High inherent toxicity did not automatically imply consumer risk. He proposed the creation of a specialist laboratory to reduce the possible hazards of residues retained in foodstuffs.

Dr. G. D. H. Bell and F. G. H. Lupton presented a paper on disease control by plant breeding from the Cambridge Plant Breeding Institute. Mr. Lupton said that often the plant breeder was only consulted when other methods had failed. Breeding a disease-resistant variety was a slow process, which often provided the best answer. It was essential for a new variety to carry resistance to disease and to give yields as high as from susceptible varieties. A problem in breeding for disease resistance was to find the most suitable material for a breeding programme. The

search was organised on an international basis.

DR. R. BRAUDE (National Institute for Research in Dairying) reviewed the results of adding antibiotics to cattle feedingstuffs. After ten years of antibiotic supplementation the observed improvements, particularly in young animals, and the increased efficiency of food utilisation, were unexplained, but misgivings about adopting the procedure had not proved justified. No adverse effects were apparent and future development would be based upon economic rather than technological developments. Dr. Braude said that 80 per cent. of pigs and poultry in America received supplements, but only 25 per cent. in the U.K. There appeared to be a trend to increase antibiotic supplements from amounts of 2-10 gm. per ton to levels sometimes approaching clinical dosages. The argument that man was acting against nature was refuted by observations in the Antarctic, where the comparative freedom of the penguin digestive tract from bacteria was due to a dietary intake of a shrimp-like organism that in turn fed upon antibiotic-producing algae.

The problem of drug-resistant bacteria was discussed by Dr. Mary Barber (London post-graduate medical school). Most strains of bacteria, she said, could be rendered resistant to most antibiotics in the laboratory. In clinical practice drug-resistant infection was a problem only with certain species of bacteria. It was most acute with *Staphylococcus pyogenes*, drug-resistant strains of which were now a major bacterial problem in hospitals, and with tubercle bacilli and certain coliform organisms. Drug-resistant strains of bacteria showed two types of response to drugs: drug-tolerance (growing in the presence of increased amounts of unchanged antibiotic) and drug-destruction (producing an antagonist, e.g., penicillinase, which inactivated the antibiotic). Drug-tolerant strains sometimes grew better in the presence of drug than in its absence and occasionally became completely drug-dependent. The penicillin-resistant staphylococci, so common in hospitals today, were of the drug-destroying type. Individual cells of such cultures remained sensitive to the antibiotic. With all other bacteria and with all other antibiotics, resistant strains were drug-tolerant.

### Antibiotic-resistant Staphylococci

The usual mode of origin of drug-tolerant strains was spontaneous mutation, in which the antibiotic acted as a selective agent. Penicillinase-producing staphylococci were a special case, since penicillinase was adaptive, its production being directly increased by the presence of penicillin. The increasing incidence of antibiotic resistant staphylococcal infection in hospitals was undoubtedly due to the widespread and often indiscriminate use of antibiotics. In many hospitals today the prevalent staphylococci showed multiple resistance to penicillin, streptomycin and

tetracycline antibiotics; such strains in hospitals in all parts of the globe tended to be of similar phage type. Control measures depended on preventing the emergence of drug-resistant strains and preventing hospital cross infection.

The problem of "drug" resistance in insects was dealt with by Dr. J. R. Busvine (London School of Hygiene and Tropical Medicine). He said that the new synthetic insecticides successfully controlled agricultural pests and prevented insect-borne diseases in the tropics. Early fears that they would exterminate beneficial insects and wild life had not been justified. An unpleasant consequence of their efficiency was the emergence of resistant strains. That had happened in over 100 harmful species and had been reported from practically every country. "Resistance" was not a direct response to the poison; it was a pre-existing character. The genes responsible were not generally linked to deleterious factors. Once those races occurred they tended to persist even if selection pressure were relaxed by stopping use of the insecticide. A "physiological" form became immune to the poison and a "behaviouristic" form managed to avoid it. The former type was by far the most common. The important instances of physiological resistance were specific to certain classes of poison and conferred greater or less immunity to other poisons of the same type. The most efficient of the numerous new synthetic compounds fell into two or three groups so that there were few opportunities for changing to new insecticides when resistance rendered one type useless. Basic research was progressing on biological and biochemical aspects of the problem.

## WORLD TRADE

**Franco-German Chemical Company.**—Formalities have been completed for the formation of a new Franco-German chemical company. Progyl-Bayer-Ugine (P.P.U.) has been established by Farbenfabriken Bayer, A.G., Leverkusen, with two French companies Ugine and Progyl. The new firm has a capital of 250 million francs with headquarters in Paris. Bayer's Canadian subsidiary, Bayer Foreign Investment, Ltd., is also to participate.

**German Chemical Firm's Turnover.**—The turnover of Farbwerke Hoechst, A.G., increased by about 15 per cent. in the first nine months of the year compared with the same period of 1958. Dr. Karl Winnacker (managing director), said in Frankfurt on October 30 that the increase was twice that of the previous year. Domestic business had shown a particularly large increase, rising 20 per cent. compared with the previous year. If the present situation continued, he expected turnover for the whole of 1959 to be "considerably above DM 2,000 millions." The company's exports were expected to total DM 700 millions in 1959. Investments during the year were estimated at DM 240 millions at home plus DM 30 millions abroad.

# TRADE MARKS

## APPLICATIONS ADVERTISED BEFORE REGISTRATION

### From the "Trade Marks Journal," October 28

*For veterinary preparations for use in the treatment of ringworm in cattle (5)*

TRICOVET, 788,864, by Parke, Davis & Co., Detroit, 32, Michigan, U.S.A., and Hounslow, Middlesex.

*For infants' foods containing milk (5)*

Device with words THE DUTCH BABY, 787,052, by Co-öperatieve Vereeniging tot Bereiding van Melkproducten Kortheidshalve Co-öperatieve Condensfabriek "Friesland" Lelwarden, Holland.

*For disinfectants (5)*

SENTEX, B789,209, by Pine-ette Soap Co., Manchester, 11.

*For medicated confectionery containing malt (5)*

MALTESERS, 789,304, by Mars, Ltd., Slough, Bucks.

*For pharmaceutical substances (5)*

CALIBRON, 789,850, by Commercial Drug and Chemical Co., London, E.1.

*For deodorants (5)*

Device with wording, 790,315, by Julius Sämann, Zug, Switzerland.

*For laxative preparations (5)*

THERALAX, 791,877, by Beecham Research Laboratories, Ltd., Brentford, Middlesex.

*For pharmaceutical preparations and substances (5)*

MEGS, 792,041, by Meggeson & Co., Ltd., London, S.E.16.

*For pharmaceutical preparations for human and veterinary use, sanitary substances, medical and surgical plasters, materials prepared for bandaging, disinfectants and antiseptics (5)*

FIBIONIL, 792,025, by J. R. Geigy S.A. (J. R. Geigy, A.G.), Basle, Switzerland.

*For medical substances (5)*

VERITOL, 792,554, by Bell & Sons, Ltd., Liverpool, 3.

*For antibiotics (5)*

MYCINGAN, 792,705, by C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany.

*For electric shaving instruments and parts (8)*

STELLA, 788,386, by Stella Lamp Co., Ltd., London, W.C.2.

*For photographic, optical, surveying and measuring apparatus and instruments; scientific and mathematical apparatus and instruments, etc. (9)*

STEKY, 778,651, by Riken Kogaku Kogyo, K.K., Ohta-Ku, Tokyo, Japan.

*For exposure meters, exposure tables, rangefinders, orthochromatic filters, lens hoods, lenses, objectives, shutters, enlargers, flashlight apparatus and flash-lamps, all for use in photography, etc. (9)*

MEC, 786,658, by Feinwerk Technik G.m.b.H., Lahr Baden, Germany.

*For photographic and cinematographic recording and reproducing apparatus and instruments (9)*

AMBIFLEX, 790,542, by Agfa, A.G., Leverkusen, Germany.

*For electrically heated blankets (10)*

AUTOCRAT, 790,736, by Autocrat Engineering, Ltd., London, N.W.1.

*For hair brushes, tooth-brushes, holders for tooth-brushes (not of precious metal or coated therewith), combs, sponges, etc. (21)*

Device with words LENNY THE LION, 771,834, by Puppet Concessions, Ltd., London, S.W.4

### From the "Trade Marks Journal," November 4

*For chemical products used in industry and photography (1) and toilet preparations (not medicated), cosmetic preparations, soaps, essential oils, hair lotions and dentifrices (3); for veterinary and sanitary substances; and medicines sold in capsules (5) and for eyeshades; and photographic slides and photographic and cinematographic films prepared for exhibition (9) (all defensive)*

ASPRO, 756,427-30, by Aspro-Nicholas, Ltd., Slough, Bucks.

*For all goods used in colour photographic processes (1)*

VICTACHROME, 785,447, by Victa Consolidated Industries Pty., Ltd., Sydney, New South Wales, Australia.

*For sensitised photographic materials (1)*

HAITEXINE, 792,020, by J. Halden & Co., Ltd., Reddish, Lancs.

*For chemical substances for use as aerosol propellents (1)*

ARCTON, 792,004, by Imperial Chemical Industries, Ltd., London, S.W.1.

*For all goods (3)*

MISLYN, 784,163, by I. M. Lechner American Laboratories, Milan, Italy. STENZONE, 789,676, by James Grundy & Sons, Ltd., Cheshunt, Herts.

*For non-medicated toilet preparations; paint-removing compositions; detergents and degreasing preparations; none being for use in industrial or manufacturing processes; all being goods derived from petroleum and being for sale in the United Kingdom and for export except to the Fiji, Cook, Tonga and Samoa Islands, Northern Rhodesia and British Somaliland (3)*

Device with word and letters AIR BP, 784,111, by British Petroleum Co., Ltd., London, E.C.2.

*For toilet preparations for the hair; toilet articles and made-up kits (sold complete) comprising such goods (3)*

RICHARD HUDNUT STYLE, 785,875, by Richard Hudnut, Ltd., Eastleigh, Hants.

*For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps, and essential oils (3)*

BANDBOX, B790,364, by Ashe Laboratories, Ltd., Leatherhead, Surrey. AUDACITY, 791,648, by J. C. & J. Field, Ltd., Salford, Lancs.

*For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps and essential oils, being goods manufactured and for sale in the United Kingdom and for export to the Republic of Ireland and the Channel Islands (3)*

STIMULIN, 790,668, by Chesebrough-Ponds, Ltd., London, N.W.10.

*For denture cleaning preparations (3)*

DENISOL, 791,067, by Savory & Moore, Ltd., London, W.1.

*For perfumes, soaps, toilet preparations (not medicated), cosmetics and preparations for the teeth and hair (3)*

TERN, 792,263, by M. Bertish & Co., Ltd., London, N.15.

*For perfumes, liquid soap, non-medicated toilet preparations, cosmetics and preparations for the hair, all for use by spraying (3)*

AUDACITY PRESS 'N SPRAY, 791,649, by J. C. & J. Field, Ltd., Salford, Lancs.

*For non-medicated toilet preparations, cosmetic preparations, brilliantine, hair lotions, toilet shampoos, dentifrices, soaps, perfumes, essential oils and toilet articles (not included in other classes) (3)*

SCORCH, 792,317, by Interscribe, Ltd., London, W.1.

*For surgical ligatures made of netting or in the form of bands, and surgical dressings, all made from threads or from fibrous materials; and plasters (medical and surgical), bandages, and materials prepared for bandaging (5)*

RUDOGRIIL, 769,160, GRINITEL, 769,168, by Veb Thüringisches Kunstfaserverk "Wilhelm Pieck" Schwarz, Rudolstadt, Germany.

*For pharmaceutical and veterinary preparations and substances; medical and surgical plasters; materials prepared for bandaging; dental preparations; disinfectants; and cotton wool (5)*

EUROSPITAL, 784,745, by Importex Chimici Farmaceutici, S.p.A., Trieste, Italy.

*For all goods (5)*

KOLBAN, 786,121, by Mentholatum Co., Ltd., Slough, Bucks. BEKAMIN, 789,743, EPIVAX-X, 791,170, NEO-EPIVAX, 791,172, EPIVAX-PLUS, 792,622, DELOVAX, 792,887, by the Wellcome Foundation, Ltd., London, N.W.1. STELBID, 792,576, by Smith, Kline & French Laboratories, Ltd., London, S.E.5.

*For pharmaceutical products in tablet form for the treatment of asthmatic conditions (5)*

BIT-ABS, 786,938, by Norma Chemicals, Ltd., London, N.W.3.

*For germicides for spraying the atmosphere (5)*

BONAIRE, B787,552, by Sroat Manufacturing Co., Ltd., London, S.W.19.

*For all goods, but not including infants', invalids', or dietetic foodstuffs or medicated confectionery (5)*

MELPREX, 785,787, by American Cyanamid Co., New York, U.S.A.

*For ophthalmic preparations for human use by external application (5)*

DE-GEST, 787,075, by Barnes-Hind Laboratories, Inc., Sunnyvale, Santa Clara, California, U.S.A.

*For pharmaceutical preparations and substances (5)*

DUOPHET, 787,278, RIKOSOL, 789,784, by Riker Laboratories, Ltd., Loughborough, Leics. HYCODORM, 791,339, by Duncan, Flockhart & Co., Ltd., Edinburgh, 11. RESOTREN, 791,552, by Farbenfabriken Bayer, A.G., Leverkusen, Germany. INFONUTROL, 793,003, by A. B. Astra, Apotekarnes Kemiska Fabriker, Södertälje, Sweden.

*For pharmaceutical preparations and substances for human and veterinary use; and sanitary substances and disinfectants, all being goods containing iron compounds (5)*

ELPIRON, 788,108, by Imperial Chemical Industries, Ltd., London, S.W.1.

*For pharmaceutical preparations for internal use (5)*

COLSAN, 788,109, by Imperial Chemical Industries, Ltd., London, S.W.1.

*For pharmaceutical preparations and substances for use in the treatment of coughs, colds and similar chest ailments (5)*

FEBS, 788,177, by Boots Pure Drug Co., Ltd., Nottingham.

*For disinfectants (5)*

Device with word WARDEN, B788,699, by British Extracting Co. (Sales), Ltd., New Ferry, Birkenhead, Chcs.

*For sterilising preparations, being washes for udders and for milking apparatus (5)*

SECOSAN, 790,431, by Gascoigne-Crowther, Ltd., Caversham, Berks.

*For pharmaceutical products (5)*

PALEROL, 791,404, by Sandoz Products, Ltd., Bradford, Yorks.

*For chemical preparations in tablet form for use in diagnosing gastric acidity (5)*

GATRICIL, 791,560, by Cilag, A.G. (Cilag, S.A., Cilag, Ltd.), Schaffhouse, Switzerland.

*For medicated preparations for the treatment of the hair and scalp (5)*

VOSEMAR, 791,807, by County Laboratories, Ltd., Stanmore, Middlesex.

*For pharmaceutical preparations in cream form for external human use (5)*

CETRISAL, 792,206, by Harry Isaac Katz, Leeds, 7.

*For pharmaceutical preparations in the nature of shampoos for the removal of dandruff (5)*

ANTIDAN, 792,212, by Parnosa Laboratories, Kenton, Middlesex.

*For pharmaceutical and veterinary preparations and substances (5)*

VETAPTINE, 792,355, by A. B. Astra, Apotekarnes Kemiska Fabriker, Södertälje, Sweden.

*For pharmaceutical and veterinary preparations (5)*

DARITRAX, 792,762, by Chas. Pfizer & Co., Inc., Brooklyn, New York, U.S.A.

*For camera and projector lenses (9)*

COLOTAR, 790,304, by Pathoscope (Great Britain), Ltd., London, N.W.2.

*For still cameras, optical projection apparatus and fitted cases for the aforesaid goods (9)*

SPORTSMAN, 791,527, by Ilford, Ltd., Ilford, Essex.

*For containers of common metal, adapted to dispense their contents in aerosol form, for medical, surgical and hygienic purposes (10)*

RIKOSOL, 790,250, by Riker Laboratories, Ltd., Loughborough, Leics.

*For gloves for friction (10)*

VITA-GLUV, 792,023, by Zenon Beres, London, W.4.

### From the "Trade Marks Journal," November 11

*For chemical products used in agriculture, horticulture and forestry; and manures (natural and artificial) (1)*

PATATEX, 787,626, by Fisons, Ltd., Felixstowe, Suffolk.

# **STILL MORE** **'SAXIN'** TRADE MARK **ADVERTISING**



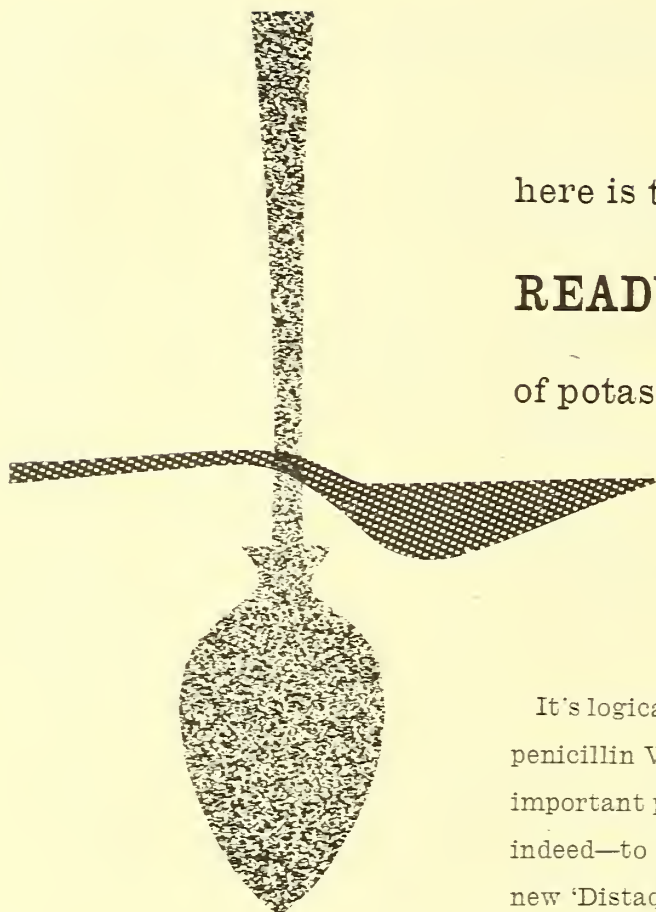
**TO HELP YOUR  
AUTUMN AND  
WINTER SALES**

Following closely upon stepped-up publicity during the Summer Season "SAXIN"—the only *strongly* advertised Non-Fattening Sweetener—will again be vigorously promoted in National Papers, Provincial Press and Women's Magazines from October to Christmas.

Take advantage of this extra publicity, for slimming is never out of the NEWS and customers gained in the Summer can be kept in the Winter.



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON



here is the first

## **READY-PREPARED** Suspension of potassium penicillin V

the most efficient  
oral penicillin  
...in a most  
acceptable form

It's logical enough that the pioneers of Britain's penicillin V should be first again with another important penicillin development. For important indeed—to doctor and pharmacist alike—is the new 'Distaquaine' V-K Suspension. It is Britain's first *ready-prepared* suspension of potassium penicillin V, and can be dispensed without any preliminaries. It is pleasant-tasting, too, and is suitable for patients of every age. That's why you'll be seeing more and more prescriptions for . . .

# **DQY-K**

## **SUSPENSION**

### **'Distaquaine' V-K**

(POTASSIUM PENICILLIN V)

125 mg. per 5 ml. in bottles of 60 ml. (approx. 2 fl. oz.). Trade Price—8s. 10d.

**DCBL**

**THE DISTILLERS COMPANY (Biochemicals) LIMITED**

BROADWAY HOUSE, THE BROADWAY, WIMBLEDON, LONDON, S.W.19 Telephone: LIBerty 6600

*Owners of the trade mark 'Distaquaine'*

## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

**LONDON, NOVEMBER 18:** The main feature among PHARMACEUTICAL CHEMICALS during the week was a cut of three-halfpence per lb. in the schedule for CITRATES following the recent reduction in the price of CITRIC ACID.

**ZINC OXIDE** was raised by £2 per ton on November 16, thus cancelling the reduction of the previous week.

**CRUDE DRUGS** remained quiet, but despite lack of business prices remained steady. IPECACUANHA supplies continued tight. Brazilian MENTHOL was worth 42s. per lb., duty paid. AGAR was dearer in sympathy with higher quotations at origin. Shipments of Tinnevely SENNA from the port of Tuticorin during October were:

	U.K.	U.S.	EUROPE
SENNA	Tons	Tons	Tons
LEAVES	11	119	113
PODS	3	1	45

Arrivals of leaves at the port are decreasing while supplies of pods have almost dried up. In SPICES white Sarawak PEPPER rose by 2½d. per lb.

**LEMONGRASS OIL** was extremely firm. Stocks of the oil in India are reported scarce with more than six months to go before another crop is due, no relief in the present position can be expected in the near future. Elsewhere in ESSENTIAL OILS Ceylon CITRONELLA eased twopence per lb. for shipment while Brazilian PEPPERMINT was quoted at 10s. 6d. per lb., c.i.f.

### Pharmaceutical Chemicals

**ADRENALINE.**—Rates for synthetic B.P. are from 1s. 1d. (500-gm. lots) to 1s. 6d. (10-gm.) per gm. and ACID TARTRATE, B.P., from 9d. to 1s.

**AMMONTUM BICARBONATE.**—The B.P. powder is £50 5s. per ton; CARBONATE is £81 10s. for lump and £85 10s. for powder, all delivered terms.

**AMMONTUM CHLORIDE.**—Makers quote 1-cwt. lots of B.P. powder at 90s. per cwt. and are quoting extra-pure crystals at 126s.

**AMPHETAMINE.**—One to 10-kilo lots are: BASE, from 140s. to 160s. as to quantity; SULPHATE is 110s. to 130s. and d-AMPHETAMINE SULPHATE, 405s. to 420s. for similar quantities.

**AMYLOBARBITONE.**—B.P.C. is 77s. 6d. per kilo for minimum 25-kilo lots and SODIUM, B.P.C., 87s. 6d. per kilo.

**ANTIMONY SALTS.**—Quotations for POTASSIUM TARTRATE B.P. are 7s. 6d. per lb. for 1-10 cwt. and SODIUM TARTRATE, B.P., 12s. 6d.

**ATROPINE.**—Rates for 16 oz. (500 gm.):

	per oz.	per kilo
	s. d.	s. d.
ALKALOID ..	56 0	1375 0
HYDROCHLORIDE ..	36 0	1260 0
METHONTRATE ..	39 0	1375 0
METHYLBROMIDE ..	38 6	1357 0
SULPHATE ..	34 0	1198 6

**BARBITONE.**—Rate for less than 50-kilo lots is 53s. 6d. per kilo. The SODIUM derivative is 56s. 9d. per kilo.

**BUTOBARBITONE.**—B.P.C. is 82s. 6d. per kilo in minimum 25-kilo lots.

**CHLOROFORM.**—1-cwt. lots in winchesters are 3s. 4½d. per lb.; 56-lb., 3s. 6d. In drums, prices are 3s. 2d. and 3s. 2½d. per lb. respectively.

**COCAINE.**—For 16-oz. lots the price of the HYDROCHLORIDE is 91s. 6d. per oz. and ALKALOID, 101s. Subject to D.D.A. Regulations.

**CITRATES.**—Present rates (per lb.) for 1-cwt. and 5-cwt. lots are as follows:—

	1 cwt.	5 cwt.
	s. d.	s. d.
SODIUM*	11 6	11 6
POTASSIUM*	11 6	11 6
IRON AND AMMONIUM*	11 6	11 6

\*Powder 3d. per lb. more. \*Scales 30d. per lb. more.

**CYCLOBARBITONE.**—Less than 25 kilos: B.P.C., 13s. per kilo. CALCIUM, 85s.

**EMETINE.**—Price for 52-oz. lots of the HYDROCHLORIDE is 270s. per oz. The BIS-MUTH IODIDE is 127s. per oz.

**EPHEDRINE.**—ALKALOID is nominally 6s. 6d. per oz., SULPHATE, 4s. and HYDROCHLORIDE, 3s. 3d. per oz.

**GALLIC ACID.**—B.P. is 10s. 7d. per lb. for 1-cwt. lots. Technical grade is 9s. 9d. per lb.

**HEXOBARBITONE.**—In 25-kilo lots or over the price is 115s. per kilo.

**HYDROGEN PEROXIDE.**—27.5 per cent. (by weight), £119 per ton; 35 per cent. £143 in returnable carboys.

**MAGNESIUM CHLORIDE.**—One-cwt. lots are quoted at 1s. 10d. per lb.; 5-cwt., 1s. 7d.

**MAGNESIUM HYDROXIDE.**—Makers' prices for B.P.C. are 1-cwt. lots, 3s. 5d. per lb. and 1-ton, 3s. 2d. per lb.

**MAGNESIUM OXIDE, B.P.**—Bulk rates are as follows:—LIGHT, 3s. 2d. per lb., and HEAVY, 5s. 10d. per lb.

**MAGNESIUM PEROXIDE.**—Price (per lb.) for 1-cwt. lots of B.P.C. (15 per cent.) is 5s. 11d.

**METHADONE HYDROCHLORIDE.**—Price is from 2s. to 2s. 6d. per gm. as to quantity. Subject to D.D.A. Regulations.

**METHOIN.**—B.P. is about 120s. per lb.

**METHYL PHENOBARBITONE.**—B.P. is 95s. per kilo for less than 25-kilo lots.

**METHYL SALICYLATE.**—Five-ton lots are 5s. per lb.; 1-ton, 3s. 0½d.; 10-cwt., 3s. 1d.; 5-cwt., 3s. 2d.; 1-cwt., 3s. 3d.

**OLEIC ACID.**—B.P., grade £170 10s. per ton (£174 10s. single drum lots); 1 gall. tins 21s. per gall.

**OPAPTES.**—Home trade prices (per oz.) subject to D.D.A. Regulations:—

	35 oz. and over	Under 35 oz.
	s. d.	s. d.
CODEINE		
PHOSPHATE ..	42 0	42 0
HYDROCHLORIDE ..	42 0	42 0
SULPHATE ..	42 0	42 0
ALKALOID ..	54 0	55 0
MORPHINE		
ACETATE ..	40 0	41 0
HYDROCHLORIDE ..	40 0	41 0
SULPHATE ..	50 0	51 0
TARTRATE ..	50 0	51 0
ALKALOID ..	61 0	62 0
ETHYLMORPHINE		
HYDROCHLORIDE ..	54 0	55 0
ALKALOID ..	63 0	64 0
DIAMORPHINE		
HYDROCHLORIDE ..	54 0	55 0
ALKALOID ..	63 0	64 0

**PARALDEHYDE.**—B.P. in 12-winchester lots is 2s. 7d. per lb.; 10-gall. carboy, 2s. 2d., drum lots, 166s. per cwt.; technical, 149s. per cwt.

**PENTOBARBITONE.**—Minimum 25-kilo lots are 115s. per kilo and SODIUM, 120s.

**PHENOBARBITONE.**—Under 50-kilo lots are 45s. per kilo; the SODIUM salt is unchanged at 55s. 6d.

**PHOSPHORIC ACIDS.**—B.P. (s.g. 1.750) is quoted as 1s. 4d. per lb. in 10-carboy lots. 1-2 carboys, 1s. 8d. per lb. B.P. 1914 is quoted from 1s. 2d. to 1s. 6d. per lb. HYPOPHOSPHORUS, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb., as to quantity.

**STRYCHENINE.**—Per oz.; ALKALOID, crystals, 10s.; HYDROCHLORIDE, 10s.; NITRATE, 11s.; SULPHATE, 9s.; all for 1000-oz. lots in free containers.

**SULPHACETAMIDE.**—Quotations (per lb.) for 1-cwt. lots are 24s. 6d. The SODIUM derivative is 30s.

**SULPHAGUANIDINE.**—Manufacturers' rates for 1-cwt. lots are about 11s. per lb.

**SULPHANTHIMIDE.**—Manufacturers' rates for 1-cwt. lots are 6s. per lb.

**SULPHATHIAZOLE.**—Price (per lb.) for 1-cwt. lots is 16s. 9d.

### Industrial Chemicals

**ACETALDEHYDE.**—The 100 per cent. is £155 per ton.

**ACETATES.**—Prices (per cwt.) for drum lots are as follows:—AMYL (technical), 255s., and B.S.S., 257s. BUTYL, 179s.; ETHYL, 151s.; ISOPROPYL, 147s.

**ACETIC ANHYDRIDE.**—10-ton lots are quoted at £126 per ton, delivered U.K. in returnable drums; 1-ton lots, £128.

**ACETONE.**—One-ton lots are quoted at £90 per ton.

**BENZOLE.**—Triophene-free is from 9s. 3½d. per gall. for one 50-gall. barrel and pure, 6s. 5½d. per gall. for similar lots.

**CARBON TETRACHLORIDE, B.P.**—1-1-carboy lots are £155 per ton. TECHNICAL, in 4½-gall. drums, in less than 1-ton lots is £84; 1 ton and under 2 tons £81; 2 tons and under 4 tons, £80 10s.; 4 tons and upwards, £79 10s.

**ISOPROPYL ALCOHOL.**—Technical grade (99 per cent.) 5s. 0½d. per gall. for 100/100-gall. lots; anhydrous in drum lots is £106 per ton.

**METHYL ETHYL KETONE.**—One-ton lots in drums are quoted at £145 per ton.

**METHYL ISOBUTYL KETONE.**—One-ton lots (in one delivery) are now £165 per ton.

**NAPHTHALENE.**—Home market prices (per ton for 4-ton lots at one time) are as follows:—CRUDE, crystallising point 64-71-9° C., £22 5s. to £23; WHITIZED, s.g. 72-75° C., £27 5s. to £28 15s. according to the crystallising point, ex works; PHTHALIC grade, minimum s.g. 77-5° C., £42 10s. ex makers' works; CRYSTALS from £52 10s. to £65, delivered; BALL AND FLAKE, £71 to £73 10s. delivered.

**PHTHALATES.**—Prices (per ton) for drum lots are as follows:—DIBUTYL, £216; DIISOBUTYL, £202; DIETHYL, £193 10s.; DIMETHYL, £205.

**SEARATES.**—Spot prices for minimum 1-ton lots are now as follows:—ALUMINIUM (all grades), 288s. 6d. per cwt. CALCIUM (precipitated), 248s. 6d.; LEAD (30 per cent.), 228s. 6d.; MAGNESIUM (standard), 201s. and (superfine), 207s.; ZINC, 201s. to 201s. as to grade.

**TITANIUM DIOXIDE.**—In 5-ton spot lots against from £162 5s. per ton; rutile, £178 5s. for surface-coated and £170 for non-surface-coated.

## Crude Drugs

**ACONITE.**—Spot supplies of Spanish *napellus* are 2s. 6d. per lb.

**AGAR.**—Kobe No. 1 is 12s. 3d. per lb., in bond, and for shipment, 12s. 1d., c.i.f., new crop.

**ALOE.**—Cape primes, spot, 200s. per cwt. quoted; for shipment 187s. 6d., c.i.f. Curaçao, 500s., spot.

**BALSAMS.**—Quotations per lb. are:—CANADA: Spot, 22s. COCAIBA: Para from 7s., duty paid. PERU: Spot, 10s. in bond. TOLU (genuine as imported): spot cleared and B.P., 14s. 3d.

**BELLADONNA.**—Herb is 8s. 3d. per lb. on the spot. Root is 1s. 6d. spot; shipment, 1s. 3d., c.i.f.

**BENZOIN.**—Sumatra block on the spot is £22 to £28 as to quality.

**CAMPHOR.**—B.P. powder is 3s. 7½d. per lb. in bond.

**CAPRICUMS.**—East African are from 140s to 175s. per cwt. on the spot.

**CARDAMOMS.**—Aleppy greens, spot, 15s. per lb. nominal; prompt shipment, 13s. 6d., c.i.f. Seeds, shipment, 20s., c.i.f.

**CASCARA.**—Shipment, 275s. per cwt., c.i.f.; spot 300s.

**CHERRY BARK.**—Thin natural is 1s. 5½d. per lb., and rossed is 1s. 11d.

**CINCHONA.**—Druggists' bark, Portuguese West African *succirubra*, testing over 9 per cent., t.a., 1s. 5d. per lb., ex store.

**CLOVES.**—Zanzibar on the spot are 2s. 10½d. per lb.; shipment, 2s. 6½d., c.i.f.

**COCHINEAL.**—Peruvian, 4s. 6d. per lb.; Canary Isles grey-black, 11s. and black-brilliant, 12s.

**COLOCYNT PULP.**—Spot, 2s. 6d. per lb.

**ELEMI.**—Spot from 1s. 10½d. per lb. shipment, 1s. 7d., c.i.f.

**ERGOT.**—Portuguese, 5s. per lb., c.i.f.; East European not offering.

**FRANGULA.**—Spot is 105s. per cwt.

**GENTIAN.**—Spot: French, 160s. per cwt.; Jugo-Slavian, 152s. 6d.

**GINGER.**—African 130s. per cwt. spot, Jamaican No. 3, spot, 185s., and shipment, 185s., c.i.f. Cochin spot quoted 135s. to 140s.

**GUM ACACIA.**—Kordofan cleaned sorts are 195s. per cwt. on the spot; November–December shipment, 187s., c.i.f.

**HENNA.**—Indian on the spot is now 95s. per cwt., ex wharf. New-crop for shipment, 63s., c.i.f.

**HONEY.**—Australian light amber is 97s. 6d. to 102s. 6d. and medium amber 95s. to 97s. 6d. Argentine, 95s. to 100s.; Jamaican, 115s. to 120s.; New Zealand clover 170s., nominal; Canadian clover, 150s. to 155s., all per cwt. on the spot ex warehouse.

**IPECACUANHA.**—Nicaraguan, 68s. 6d. per lb., c.i.f. Spot, Matto Grosso, 56s.; Colombian, 55s.

**JALAP.**—Spot cleared; shipment, 4s. 9d. per lb., c.i.f. Vera Cruz, 15 per cent. basis.

**KARAYA.**—No. 1 gum on the spot is quoted at 260s. per cwt. nominal, No. 2 at 230s., nominal.

**KOLA NUTS.**—Jamaican for shipment, 7d. per lb., c.i.f. African, 5½d. spot and 4s., c.i.f.

**LANOLIN.**—ANHYDROUS, B.P. is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS, B.P., 150s., free drums, delivered.

**LIQUORICE.**—Natural root: Persian on the spot is 50s.; Anatolian, 60s. and Russian, 66s. per cwt. Block juice: Anatolian and Chinese, 190s. per cwt.; Italian stick from 310s. to 476s. per cwt.

**LOBELIA HERB.**—American for shipment is 3s. 9d. per lb.; c.i.f. Dutch scarce; shipment nominally, 3s. 6d., c.i.f.

**LYCOPodium.**—Indian on the spot quoted at 30s. per lb.

**MACE.**—Whole pale blade 23s. 6d. per lb. on the spot.

**MENTHOL.**—Chinese spot is 58s. 6d., duty paid. Afloat 55s., c.i.f. and for shipment, 54s. 6d., c.i.f. Brazilian, 42s., in bond, 39s. 6d., c.i.f.

**NUTMEGS.**—West Indian 80's 13s. 6d. per lb., spot; sound unassorted, 10s.; defectives, 8s. 6d.

**NUX VOMICA.**—Scarce. Shipment, 125s. per cwt., c.i.f.

**ORANGE PEEL.**—Spot: Sweet ribbon, 2s. per lb.; bitter quarters: West Indian, 1s.; Spanish, 1s. 7d.

**ORRIS ROOT.**—Florentine is 345s. per cwt.

**PAPAIN.**—Tanganyikan 16s. per lb., c.i.f. for grade one, spot, 19s. Ceylon No. 1 white, 15s., c.i.f.

**PEPPER.**—Firm. White Sarawak, 3s. 8½d. per lb. spot.

**PEPPERMINT LEAVES.**—Dutch, 2s. 2d. to 2s. 10d. per lb., c.i.f.

**PIMENTO.**—Spot nominal, shipment, 522s. 6d. per cwt., c.i.f.

**PODOPHYLLUM.**—*Emodi* is upwards of 250s. per cwt., spot, and 195s., c.i.f., for shipment.

**PYRETHRUM.**—Extract, minimum, 25 per cent. w/w pyrethrins, is 75s. per lb. for small lots.

**QUASSIA.**—Spot offers are 55s. per cwt., ex wharf.

**QUILLAIA.**—Spot offers of whole bark at 100s. per cwt.; cut, 160s. Whole for shipment, 90s., c.i.f.

**RAUWOLFIA.**—*Canescens*, 3s. 6d. per lb., c.i.f. *Vomitaria*, 2s. 3d., c.i.f.; *Serpentina*, 6s., c.i.f., asked.

**RHUBARB.**—Chinese small round from 6s. 9d. on the spot.

**SAFFRON.**—Spanish is quoted at 160s. per lb.

**SARSAPARILLA.**—Jamaican native red on the spot is 2s. 6d. per lb. Shipment, 2s. 2d., c.i.f.

**SENEGA.**—Spot is nominally 20s. per lb.; shipment, small lots at 18s. 9d., c. and f.

**SENNA.**—*Timievelly* LEAVES, prime No. 1, 1s. 5d. per lb., f.a.q.; No. 3, 10d. PODS: Manufacturing (f.a.q.), 1s. 1d. and hand-picked, 1s. 9d. to 2s. 2d. *Alexandria* pods: Manufacturing, offered from 1s. 6d. with hand-picked from 4s. 6d. to 7s.

**SHELLAC.**—F.O.T.N., 195s. per cwt.; No. 1, 220s.; F.O., 230s. to 280s., spot.

**STRAMONIUM.**—Indian LEAVES 60s. per cwt., spot. Dutch 0.5 per cent. alkaloid, 92s., c.i.f.

**STYRAX.**—Short. To arrive 31s. per lb. quoted.

**TRAGACANTH.**—No. 1 ribbon is £120 per cwt. No. 2, £110.

**TONQUIN BEANS.**—Para on the spot are offered at 8s. 2d. per lb.; new crop, 6s. 6d., c.i.f. Angostura, 11s.

**TURMERIC.**—Madras finger on spot is 110s. per cwt. for old crop; current crop, shipment, 90s., c.i.f.

**VALERIAN ROOT.**—Spot: Indian (with rootlets) is 130s. and Belgian, 175s. to 195s. per cwt. Dutch whole (max. 2½ per cent. sand) for prompt shipment, 159s. c.i.f.

**VANILLIN.**—Rates (per lb.) are now:—5-cwt. lots, 23s. 3d.; 1 cwt., 23s. 6d.; 56-lb., 23s. 9d.; smaller quantities, 24s.

**WAXES.**—(Per cwt.). BEES'.—Dar-es-Salaam, spot, 480s.; shipment, 465s., c.i.f. Abyssinian, spot 410s. in bond; shipment, 405s., c.i.f. Benguela, shipment, 405s., c.i.f. CANDELLA.—Spot 445s. CARNAUBA.—Fatty grey spot, 610s.; for shipment, 600s., c.i.f. Prime yellow, spot, 970s.; shipment, 910s., c.i.f.

## Essential and Expressed Oils

**ALMOND.**—Moroccan, 6s. per lb., duty paid.

**ANISE.**—Chinese, 7s. 10½d. per lb., spot; shipment, 7s. 9d., c.i.f.

**BOIS DE ROSE.**—Brazilian is 14s. 9d. per lb. on the spot and 14s. 6d., c.i.f.

**CADE.**—Spanish is 3s. 6d. per lb. for drum lots.

**CANANGA.**—Spot is from 42s. 6d. to 45s. per lb.

**CARAWAY.**—Imperial oil is 27s. 6d. per lb.

**CARDAMOM.**—Price per lb. is from 330s. for English-distilled and 260s. for imported.

**CASSIA.**—Spot is 14s. 3d. per lb.; shipment, 13s. 9d., c.i.f.

**CHENOPODIUM.**—Spot value is 38s. per lb. for original containers.

**CITRONELLA.**—Ceylon, spot, 6s. nominal; shipment, 5s. 4d. per lb., c.i.f. Formosan, spot 5s. 3d. in bond, shipment, 5s. 2d., c.i.f.

**CLOVE.**—Madagascar leaf, spot, 8s. 9d. per lb., duty paid; shipment, 7s. 4½d., c.i.f. Rectified 87–88 per cent., 8s. 6d. Distilled bud oil, English B.P., 30s. to 31s.

**CORIANDE.**—B.P. oil is quoted from 62s. 6d. per lb.

**CUMIN.**—Imported oil is now about 90s. per lb.

**DILL.**—Imported is 8s. 6d. per lb., spot. FENNEL.—Spanish sweet on the spot is quoted at 12s. 6d. per lb.

**GERANIUM.**—Bourbon is 150s. per lb. on the spot.

**LAVANDIN.**—Spot is from 6s. to 9s. per lb. for original drums.

**LAVENDER.**—From 24s. to 37s. 6d. per lb. as to quality.

**LAVENDER SPIKE.**—Spanish is at 15s. to 17s. per lb. for original drums.

**LEMONGRASS.**—Spot, 12s. 6d. per lb., and shipment, 12s. 6d., c.i.f.

**PATCHOULI.**—Penang is 36s., duty paid and 31s., c.i.f., per lb.

**PEPPERMINT.**—*Arvensis*: Chinese for shipment nominally 30s., c.i.f. Brazilian 10s. 9d. to 11s. 3d. spot and shipment, 10s. 6d., c.i.f. *Piperita*: Italian "Mitcham-type" from 42s. 6d. to 48s. 6d.; American, 26s. to 30s., as to origin.

**PETITGRAIN.**—Paraguay 18s. 6d. per lb., spot; shipment, 17s. 9d., c.i.f.

**PINE.**—*Pumilionis* on the spot is 16s. per lb.; *sylvestris*, 25s.; Siberian (*abietis*), 12s. 6d. to 14s.

**ROSEMARY.**—Spanish is 7s. 3d. per lb. on the spot for best quality.

**SAGE.**—Spanish is 9s. per lb.

**SANDALWOOD.**—Mysore spot 92s. 6d. to 95s. per lb. East Indian, 92s. 6d. to 95s. per lb. Australian, 60s.

**SASSAFRAS.**—Brazilian is from 3s. 6d. per lb. duty paid.

**VETIVER.**—Spike is currently at about 95s. per lb.

**YLANG YLANG.**—Spot is from 32s. 6d. to 46s. per lb. as to grade.

## UNITED STATES REPORT

NEW YORK, NOVEMBER 17: QUININE SULPHATE dropped 4 cents to 21 cents per oz. with HYDROCHLORIDE at 23 cents (down 3 cents). FOLIC ACID, U.S.P., was 25 cents per gm., down 19 cents in quantities of 5 kilos or more. TOLU BALSAM rose 15 cents to \$2.85 a lb. and lower per lb. were GUM ACACIA at 28 cents (down 1 cent), and ASAFETIDA at 38 cents (2 cents). Higher per lb. among ESSENTIAL OILS were SPEARMINT at \$8.50 (50 cents). Lower were Bourbon GERANIUM at \$21 (\$2.50) and Algerian at \$20.75 (75 cents).

## COUNCIL'S WORK REVIEWED

### Society's vice-president defends C.N.S. statement

THE vast majority of pharmacists, said MR. T. REID (vice-president of the Pharmaceutical Society), welcomed the action of the Council in sending out the recent statement concerning drugs affecting the central nervous system. Mr. Reid was speaking at a meeting of the Glasgow and West of Scotland Branch of the Pharmaceutical Society on October 14. In his address, "Progress Report: A review of the work of the Council," he said that the popularity of drugs affecting the central nervous system could be assessed by the mass of advertising it carried. Some firms had set out to commercialise the stress of modern times. He made no apology for the statement and stated that history—recent history—showed that the Council had many times acted in advance of regulations. The Council had made representations to the Poisons Board with regard to carbromal and a proprietary slimming drug. Legislation would be a short answer, but until it was passed pharmacists must behave in a realistic professional manner. Mr. K. SCATCHARD asked Mr. Reid if the company chemists had advised their branch managers to co-operate with the Council and Mr. Reid replied that one company had instructed its managers to interview personally every customer requesting any of the C.N.S. drugs listed in the statement and not to make a sale unless satisfied with the result of the interview. Another had issued a similar statement. A third company had issued an instruction but without emphasising the pharmacist's professional responsibility. Mr. G. R. MILNE said that Mr. Reid had stated that the Council had put the matter of the use of those drugs to the Poisons Board, and that body had referred the matter to the Commission dealing with drug addiction. Why had that been done? MR. REID thought that it had been done for more than one reason.

### Something Worth While

The Poisons Board were not avoiding the issue. It was possible that the Regulations might be recast and drugs with certain pharmacological actions placed in a special category. There had been a feeling that something of that nature was overdue. Something really worth while might come out of the investigation, and the recommendations of the Commission would carry considerable weight. DR. J. B. STENLAKE asked whether some control of all new drugs was not necessary until they were proved safe? Could not severe restraint be put on the manufacturers? MR. REID said that patents law was a factor in this. Many new drugs came on the market that were heavily advertised to the public. Television and other methods of advertising sometimes encouraged the temperamentally wrong people to use them. The Society insisted on a high standard of advertisement not only in its own journal but also in any other medium. Products that were not advertised to these standards were not

accepted in the journal. PROFESSOR J. P. TODD said that pharmacists had come a long way since his apprenticeship days, when it was permissible to sell laudanum. There were good reasons why pharmacists should refuse to supply drugs affecting the C.N.S. To sell them was as bad as peddling dope in any other shape or form. MR. REID said that reliance on those drugs was becoming increasingly greater.

### "Bush Telegraph"

Advertisements were an appeal to the credulous. Those who required medication should go to a doctor. The warning printed on the cartons of certain advertised drugs was a fairly recent innovation. Some warnings were couched in language and form that resembled the statutory caution. The fact that they were advertised as being available through chemists only, though not restricted by law, was an admission that the danger of indiscriminate sale was recognised. MR. J. STEWART challenged the statement that an increase in the sale of those drugs was due to television advertising. He quoted the increase of a certain proprietary, containing carbromal, that was not advertised. MR. REID asked if he had heard of the "bush telegraph." There was a similarity be-

tween the case quoted and a certain analgesic tablet that had never been advertised to the public but enjoyed great popularity. He quoted another which also enjoyed a large sale due to the propaganda directed to the dental profession. MR. STEWART asked for guidance in the case of a person asking for sleeping tablets. MR. REID said that personally he would supply a few simple analgesic tablets, sufficient for a few days only, labelling the tablets as a prescription, and advising the person to seek the advice of his doctor. He stressed that the administration of C.N.S. drugs should be in the hands of physicians. MR. J. CHILTON switched to the subject of scholarships. He said that a large number of scholarships were no longer being taken up, with the result that money was lying idle. Was the Council taking steps to reallocate those funds. MR. REID said there were now so many grants to students that there was not the same incentive to enter for scholarships. In fact, the gaining of such an award might reduce the grant. The funds must be used for a purpose tied to the original terms of reference. There were difficulties in the way of reallocating the funds, but the Council hoped to surmount those problems. Mr. Reid reminded members of the facilities at Birdsgrove House. He advocated that members should consider giving their Benevolent Fund donations by deed of covenant.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

### Monday, November 23

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY, North West Kent College of Technology, Miskin Road, at 7.30 p.m. Mr. S. L. Hignett on "Chemistry in Veterinary Science."

### Tuesday, November 24

BIRMINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Chamber of Commerce, New Street, at 8 p.m. Meeting.

INSTITUTION OF CHEMICAL ENGINEERS, Royal Institution, Albemarle Street, London, W.1, at 2.30 p.m. Symposium "Nuclear Energy."

LEICESTER BRANCH, PHARMACEUTICAL SOCIETY, Bell hotel, at 7.30 p.m. Dr. V. E. Gripp (Permutit Co., Ltd.) on "Ion Exchange Resins in Biochemistry and Pharmacy."

SOCIETY FOR ANALYTICAL CHEMISTRY, Burlington House, Piccadilly, London, W.1, at 6.30 p.m. Mr. R. A. C. Isbell on "The Design of Optical Instruments for Chemical Analysis."

SOCIETY FOR INSTRUMENT TECHNOLOGY, 26 Portland Place, London, W.1, at 7 p.m. Mr. N. I. Walker on "Application of Instrumentation to Glass Melting Furnaces."

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Maudsley hospital, Denmark Hill, London, S.E.5, at 7.45 p.m. Dr. D. Leigh on "Medicinal Treatment of Psychiatric Illness."

WHOLESALE PHOTO FINISHERS' ASSOCIATION, St. Pancras assembly rooms (opposite St. Pancras station, London, N.W.1), at 9.30 a.m. Conference, exhibition, until November 26.

### Wednesday, November 25

BARROW BRANCH, PHARMACEUTICAL SOCIETY, Armer's cafe, Dalton Road, at 8 p.m. Mr. E. T. Kent (member of Council) on "Food for Thought and Discussion."

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Astoria ballroom, Ladies' section dance.

LOWESTOFT AND GREAT YARMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Links hotel, Gorleston, at 8 p.m. Mr. E. C. Corkhill on "Far off Places in Descriptive Colour."

LIVERPOOL CHEMISTS' ASSOCIATION BRANCH, Exchange hotel, Dance.

LONDON SECTION, ROYAL INSTITUTE OF CHEMISTRY, South-west Essex College of Technology, Forest Road, Walthamstow, E.17. Professor F. S. Dainton on "Some New Developments in the Chemistry of Free Radicals."

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Joint meeting with Society for Analytical Chemistry. "Assays for Capsicum, Lonchocarpus and Rauwolfia."

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Central Library, Alexandra Road, Swansea, at 7.30 p.m. Mr. J. E. F. Voss (B.B.C.) on "V.H.F."

WHOLESALE PHOTO FINISHERS' ASSOCIATION, Park Lane hotel, London, W.1, at 7 p.m. Dinner dance.

### Thursday, November 26

BRAOFORD BRANCH, PHARMACEUTICAL SOCIETY, Midland hotel, at 7.30 p.m. Dr. A. H. Beckett (Chelsea Polytechnic) on "Pharmaceutical Education and Facilities in America."

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, College of Technology, Ashley Down, at 7.15 p.m. Films.

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Great Northern hotel, at 8 p.m. Mr. G. T. M. David (N.P.U. executive) on "Good Wine Needs no Bush."

SOUTH-EASTERN FEDERATION OF PHARMACISTS, Southover Grange, Lewes, Sussex, at 8 p.m. Dr. H. Davis (chief pharmacist, Ministry of Health) on "N.H.S. Matters."

### Friday, November 27

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, 36 York Place, at 8 p.m. Members' night.

ROYAL INSTITUTION, 21 Albemarle Street, London, W.1, at 9 p.m. Dr. P. T. Haskell on "Research in the War Against Locusts."

SOUTHEND-ON-SEA BRANCH, PHARMACEUTICAL SOCIETY, Imperial hotel, Westcliff Parade, Westcliff-on-Sea, at 7.45 p.m. Talk.

## TELEVISION

Programme details are given to enable chemists to put in linking-up displays if they wish. Figures in the columns represent number of appearances of the product during the week.

November 29 to December 5	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster
Alka-Seltzer ..	2	1	1	1	1	1	2	—	—
Amami wave set ..	5	10	5	2	2	2	2	2	2
Anadin ..	2	2	4	1	4	4	1	4	4
Anestan ..	1	1	1	2	1	—	—	—	—
Angettes ..	—	—	—	—	—	—	7	—	—
Angier's junior aspirin ..	2	4	3	—	—	—	—	—	—
Antussin ..	6	2	2	2	2	—	2	2	2
Askit ..	—	—	12	—	—	—	—	7	—
Aspro ..	1	—	—	1	—	—	—	—	—
Astrem tablets ..	—	—	1	—	—	—	—	—	—
Beecham's pills ..	1	2	2	2	2	2	2	2	2
Beecham's powders ..	11	3	3	12	29	3	4	12	12
Bisodol ..	—	—	—	4	—	5	—	4	4
Bristow's Starspray ..	2	—	—	—	—	1	—	—	—
Brylcreem ..	3	10	3	3	3	3	3	—	—
California syrup of figs ..	—	1	1	3	—	—	—	—	—
Camay ..	3	2	4	2	3	4	1	4	5
Cephos ..	—	—	3	—	—	—	—	—	—
Christy's lanoline preparations ..	2	—	—	—	—	—	1	—	—
Coldrex ..	4	3	3	3	—	3	4	4	—
Cuticura ..	1	—	—	—	—	—	—	—	—
Focus ..	—	1	—	1	—	—	—	—	—
Fynnon salt ..	1	1	1	1	1	1	1	—	—
Germolene ..	3	3	3	3	4	2	3	2	—
Gibbs' S.R. tooth-paste ..	2	3	3	2	4	3	3	—	—
Gillette ..	1	—	5	5	4	4	5	5	4
Horlicks ..	1	—	—	—	—	1	1	1	1
Imperial Leather ..	—	—	—	—	—	—	—	4	—
Johnsons Baby Suds ..	2	3	3	3	3	3	3	—	—
Kleenex ..	—	1	1	—	1	1	1	—	—
Knights Castile soap ..	—	1	—	3	1	1	2	2	2
Lantigen ..	1	1	1	1	2	2	2	—	—
Loxene hair cream ..	1	1	1	1	—	—	—	—	—
Loxene shampoo ..	1	2	1	1	1	1	2	3	—
Marigold baby pants ..	—	—	—	—	—	—	—	2	—
Max Factor preparations ..	3	4	3	3	4	3	3	3	1
Medic-aire ..	—	4	2	1	2	—	2	3	—
Menthathum Deep Heat rub ..	1	—	1	—	—	—	—	1	—
Milk of Magnesia tablets ..	1	1	1	—	—	—	—	1	—
Nemakol ..	—	1	1	1	1	1	1	1	1
Nigroids ..	—	—	1	—	—	—	—	—	—
Norvic electric blankets ..	5	—	—	4	—	—	—	—	—
Pal Injecto-matic ..	6	7	6	6	6	7	5	4	—
Pantene ..	—	—	—	—	—	—	4	—	—
Phensic ..	3	3	3	3	3	3	3	—	—
Phosferine ..	1	1	1	1	1	1	1	1	1
Phillip's tooth-paste ..	—	—	1	—	—	—	—	—	—
Phyllosan ..	—	—	—	1	—	—	—	—	—
Polly Roll ..	1	1	—	—	1	1	1	—	—
Prom ..	3	3	3	3	3	3	3	3	3
Quinasp ..	3	—	—	—	—	—	—	—	—
Remington shavers ..	16	5	8	7	9	5	3	2	—
Rennies ..	2	2	3	2	2	1	2	1	3
Rinstead pastilles ..	2	1	—	—	1	3	—	1	1
Ronson shavers ..	3	4	4	5	4	4	4	4	4
Sanatogen ..	3	—	—	—	—	—	—	—	—
Savlon lozenges ..	—	—	3	—	—	3	—	—	—
Savril ..	—	—	—	—	—	3	—	—	—
Scentinel Quiff ..	—	—	—	—	—	1	—	—	—
Scotties ..	1	1	1	1	1	1	1	1	1
Setlers ..	2	1	1	3	2	2	1	—	4
Shavex ..	2	2	2	1	—	—	—	—	—
Silvikrin pure ..	1	1	1	4	1	1	1	—	—
Toni ..	1	1	1	1	1	1	1	1	1
Tru-gel ..	2	3	3	2	—	3	3	4	3
Twink ..	4	4	4	5	4	4	4	4	4
Valderma balm ..	2	2	3	2	—	—	—	—	—
Veno's cough mixture ..	3	3	3	1	3	3	3	3	3
Virol ..	2	—	—	—	—	—	—	—	—
Vitacup ..	—	—	—	—	—	—	1	—	—
Vosene ..	1	1	—	—	—	—	—	—	—
Vykmin ..	1	1	1	1	1	1	1	1	—
Wincarnis jelly ..	—	—	—	—	—	—	1	—	—
Wingspray ..	—	—	—	—	—	3	—	—	—
Yeast-Vite ..	1	1	1	1	1	1	1	1	1

## PRINT AND PUBLICITY

### PUBLICATIONS

#### Booklets and Leaflets

GUIGOZ S.A. (TOM HOBSON, 46 Crooked Billet, London, S.W.19): "The Art of Baby Care." Pp. 48. "Tomorrow you may want to know." Pp. 24.

IMPERIAL CHEMICAL INDUSTRIES, LTD., Imperial Chemical House, Millbank, London, S.W.1: "I.C.I. Titanium (I)—Wrayth products." Pp. 16.

TRUFOOD, LTD., 113 Newington Causeway, London, S.E.1: "Cradle Days." Pp. 32.

#### Catalogues

GOYA, LTD., Badminton Court, Amersham, Bucks: Christmas gifts.

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester, 23: Medical products, October 1959.

#### Medical Propaganda

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists.

THE BRITISH DRUG HOUSES, LTD., Graham Street, London, N.1: "Disamide" (12-p. booklet); "Pectamol linctus" (information cards).

BRITISH SCHERING, LTD., Macclesfield Road, Hazel Grove, Stockport, Cheshire: "Albucid nasal spray" (leaflet); "Neutradonna" (folder with samples); "Oblivon—The fretful child" (card); "Tyromist" (4-p. folder).

CIBA LABORATORIES, LTD., Horsham, Sussex: "Diabinal," "Orisulph" (4-p. folders).

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester, 23: "Butazolidin" (dosage card); "Delta-Butazolidin" (12-p. booklet); "Rheumatoid arthritis and Delta-Butazolidin," "Dossulfon" (10-p. booklets); "Depression information, 1" (18-p. booklet).

HARKER STAGG, LTD., Emmott Street, London, E.1: "Celevac" (4-p. folder and weight chart).

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex: "Penotriad, Sulphatriad and Penivik," "Streptotriad and Thiazole" (4-p. folders); "Stemetil," "Brulidine" (blotters).

ROUSSEL LABORATORIES, LTD., 847 Harrow Road, London, N.W.10: "Proctosedyl," "Soframycin nebuliser" (6-p. folder).

SMITH & NEPHEW PHARMACEUTICALS, LTD., Welwyn Garden City, Herts: "Dilacol in the treatment of acute coryza," "Amoxal in athletes' foot and other fungus infections of the skin" (8-p. booklets).

UPJOHN OF ENGLAND, LTD., Fleming Way, Crawley, Sussex: "Orthoxine" (6-p. folder).

#### Periodicals

CHILEAN IODINE EDUCATIONAL BUREAU, Chile House, Ropemaker Street, London, E.C.2: "Current Iodine Literature," Vol. 6, Nos. 13, 14, 15.

MIDLAND SILICONES, LTD., 68 Knightsbridge, London, S.W.1: "Midland Silicone News," No. 1.

PARKE, DAVIS & CO., LTD., Hounslow, Middlesex: "Parke Davis Bulletin," No. 3, 1959.

#### Price Lists

ORGANON LABORATORIES, LTD., Brettenham House, Lancaster Place, London, W.C.2: October 1959.

#### DISPLAY

#### Showcards

AYRTON SAUNDERS & CO., LTD., Hanover Street, Liverpool, 1: Crowners "Traffic Signals" for Ayrton's bronchial cough mixture and "Busby Bee" for Balsam of glycerin lemon and honey with ippeac.

## WILLS

MR. J. M. ATKINSON, M.P.S., 5 Vernon Rise, Greenford, Middlesex, left £3,200 (£2,341 net).

MR. F. W. CULLINGTON, M.P.S., Lenden, Bodmin Road, Truro, Cornwall, left £3,293 (£3,189 net).

MR. A. E. S. DAYKIN, M.P.S., 155 North Station Road, Colchester, Essex, left £3,182 (£3,112 net).

MR. V. J. DILWORTH, M.P.S., Llys-y-gwynt, Llanddona, Anglesey, left £1,624.

MR. J. DRIVER, M.P.S., Graig-le-Graigfechan, near Ruthin, North Wales, left £17,473 (£17,119 net).

MR. G. DONALDSON, F.P.S., Orchard Cottage, South Bank Road, Hereford, left £10,268 (£10,052 net).

MR. A. FRANCIS, M.P.S., 70 Darby Crescent, Sunbury-on-Thames, Middlesex, left £2,877 (£2,759 net).

MISS M. GARNETT, Ph.C., M.P.S., 27 Selby Gardens, Newcastle-upon-Tyne, left £2,231 (£2,045 net).

MR. C. GILLING, Ph.C., F.P.S., Chy Coose, Cockshill, Perranporth, Cornwall, left £26,585 (£26,378 net).

MR. G. L. GRINSTEAD, M.P.S., 100 Oaklands Avenue, Saltdean, Brighton, Sussex, left £6,559 (£5,945 net).

MR. J. HAMERTON, F.P.S., Elmfield, Church Road, East Wittering, Sussex, left £21,245 (£21,121 net).

MRS. L. HOPE RYE, M.P.S., 64 Chestnut Avenue, Doncaster, left £3,940 (£3,141 net).

MR. J. S. HOULISTON, M.P.S., 52 High Street, Needham Market, Suffolk, left £3,473 (£3,294 net).

MRS. E. KASSNER, Ph.C., M.P.S., 90 Greenhill, London, N.W.3, left £7,617 (£7,559 net).

MR. W. E. MELLOR, M.P.S., 25 Highbury Park, N.5, left £1,390 (£1,342 net).

MR. W. A. MILL, M.P.S., Sunnyclyffe, Southgate, Pennard, Gower, Glam, left £55,532 (£54,221 net).

MISS R. H. MITCHELL, M.P.S., The Elms, Ripley Road, Knaresborough, Yorks, left £4,488 (£4,449 net).

MR. W. MURISON, Ph.C., M.P.S., 10 Hartington Park, Redland, Bristol, left £2,925 (£2,408 net).

MR. E. POOLE, M.P.S., 29 Birchgrove Road, Cardiff, left £2,927 (£2,866 net).

MR. J. J. PORTER, M.P.S., 24 Vicarage Gardens, Clacton-on-Sea, Essex, left £27,905 (£27,821 net).

MR. R. G. POTTS, M.P.S., 127 Stonegate Road, Leeds, Yorks, left £4,781 (£4,731 net).

MR. D. J. REES, M.P.S., 6 Crown Parade, Rainham, Essex, left £12,925 (£13,362 net).

## PRICES

A = Advanced; R = Reduced; I.R.P. = Inclusive Retail Price; \* = Tax 25 per cent.; † = Tax 50 per cent.

### P.A.T.A. LIST

(Alterations notified this week by the Proprietary Articles Trade Association).

JAMES WOOLLEY SONS & CO., LTD. (from November 16)

	Doz.	I.R.P.
Glucosol	19 3	2 3
	3 Doz.	
	18 9	
	6 Doz.	
	18 3	

### ADDITIONS TO THE LIST

SMITH & NEPHEW, LTD.

	Doz.	I.R.P.
Atrix hand cream†	11 6	1 11
	18 0	3 0

A. WANDER, LTD.

Nebrimal tablets (S.4)	50	48 0	6 0
	250	16 0	24 0

## NEW PRODUCTS AND PACKS

CARLTON LABORATORIES (SOUTHERN), LTD.

	Each
Alkadonna tablets dispensing pack	1,000 45 0
Alkadonna-P tablets dispensing pack	1,000 47 6

GOLDEN, LTD.

"Shining Look"†

3 0

HARVEY PHARMACEUTICALS DEPARTMENT, PFIZER, LTD.

Niamid tablets 25 mgm.	30	13 2	19 9
	100	41 8	62 6
	500	194 6	291 9
100 mgm.	30	44 8	67 0
	100	141 8	212 6

P. LEINER & SONS, LTD. (distributors, FASSETT & JOHNSON, LTD.)

Pronel*	carton	12 10	22 6
---------	--------	-------	------

# *Sleep Sweeter* **BOURNVITA**

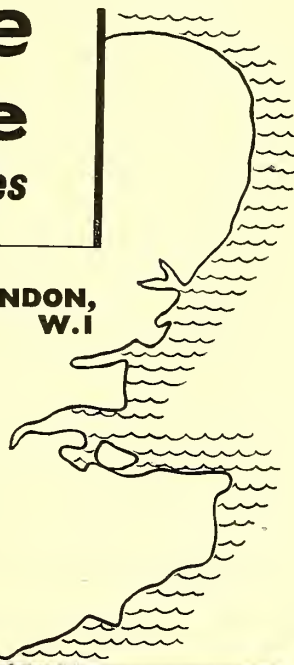


Made by **CADBURY**

## **A Comprehensive wholesale service of Ethicals, Patents & Sundries**

*is  
available  
from  
these  
warehouses*

- ★ **MARTINDALES • 14-16 BRUTON PLACE • LONDON, W.1**  
Telephone :—Mayfair 7811
- ★ **ARMSTRONGS OF CAMBRIDGE  
COLDHAMS LANE • CAMBRIDGE**  
Telephone :—Cambridge 55255
- ★ **MARTINDALES • IMBERHORNE LANE,  
EAST GRINSTEAD • SUSSEX**  
Telephone :—East Grinstead 4261
- ★ **SMITH & SONS (NORWICH) LTD.  
44 & 48 MAGDALEN ST. • NORWICH**  
Telephone :—Norwich 26112



**... daily deliveries—**

**MARTINDALES**  
WHOLESALE DISTRIBUTORS

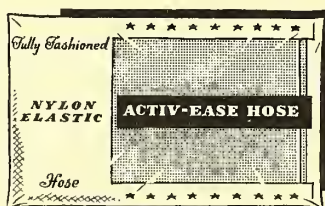
# ACTIV EASE



*the new  
fully-fashioned  
sheer nylon  
elastic support stockings*

in two smart fashion-approved shades that flatter while they ease weary legs. Recommended for all women who must be on their feet a lot, **ACTIV-EASE** support tired muscles, relieve superficial varicose veins. In all sizes, to retail at 39/6.

ATTRACTIVELY  
PRE-PACKED. ASK  
FOR DETAILS OF  
SELLING AIDS  
INCLUDING HAND-  
SOME SELF-SERVICE  
COUNTER UNIT.



**THE SURGICAL HOSIERY CO. LTD.**  
**RUSSELL STREET, NOTTINGHAM**

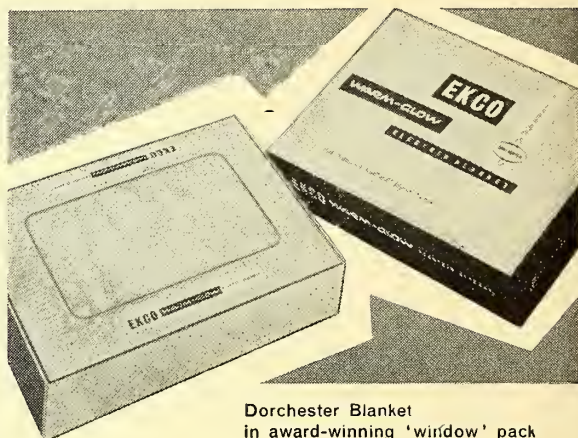
# "SURCO"

REGD.

ONE-WAY AND TWO-WAY  
STRETCH ELASTIC HOSIERY,  
TRUSSES, SURGICAL BELTS, SUNDRIES

**THE SURGICAL HOSIERY CO. LTD.**  
**RUSSELL STREET, NOTTINGHAM**

## Why it pays to sell **EKCO** WARM-GLOW ELECTRIC BLANKETS



Dorchester Blanket  
in award-winning 'window' pack

It pays to sell EKCO 'Warm-Glow' Electric Blankets for three very good reasons; they are safe; they function more efficiently; they last longer.

**SAFE** because all elements are sheathed in tough plastics to seal the heating wire against corrosion and short-circuits.

**MORE EFFICIENT** because the far greater length of heating element gives a uniform warmth over the entire blanket area plus 'cooler' running.

**LONGER LASTING** because better-made to the unrivalled standards of Ekco Engineering.

Available in new choice of colours in:—

SINGLE HEAT POPULAR RANGE.  
SINGLE HEAT RANGE.  
PRE-SELECTED TEMPERATURE  
CONTROL DE-LUXE RANGE.

PRICES FROM

**67/11**

**Stock EKCO Electric Blankets**  
— the safe blankets that sell themselves

**EKCO** *Elegance +  
Engineering*

Full details from:  
E. K. COLE LTD • 5 VIGO STREET • REGENT STREET • LONDON W.1  
WPS 285

# THE HAND THAT FEEDS

The retail selling prices published in October 24 issue of The Chemist and Druggist were incorrect and the correct retail prices shown here should be noted.



is very rarely bitten. Most often it's as welcome as the summer sun. It's trusted, relied upon, respected. That's certainly true of the unique *Linc-o-Lin* 'Hand' which helps to sell *Linc-o-Lin* hand cream so fast. Chemists **trust** it because it is indisputably the best on the market; **rely** on it for increased profits and turnover; **respect** it for the ability to apply everlasting customer goodwill.

## *Linc-o-Lin* HAND CREAM

**LINCOLN CHEMICALS LIMITED**

55/57, Stratford Road, London, W.3.

Telephone: ACOrn 6791 (3 lines)



*in 3 attractive  
colours and 2  
popular sizes.  
Retail Prices  
4/11 or 1/6.  
Refills 3/6*



# Dynamic **TRIPLE** Campaign

# LOXENE

**Regular 'spots' on  
London, Midlands,  
Northern and  
Scottish Television**

**Big national press campaign in  
DAILY EXPRESS, MIRROR,  
NEWS CHRONICLE, MAIL,  
HERALD, NEWS of the WORLD  
and GLASGOW DAILY RECORD**

**HUGHIE GREEN features now in  
'BREAK THE BANK' presented  
by Loxene, at 8.30 p.m. every  
Wednesday on Radio Luxembourg**



# ells **MILLIONS** about....

medicated

## **HAIR CREAM**

**IN LESS THAN A  
YEAR HUNDREDS  
OF 1,000's OF  
SMART MEN  
HAVE CHANGED TO**

# **LOXENE**

medicated

## **HAIR CREAM**

*for perfect all-day grooming*  
**PLUS FREEDOM FROM DANDRUFF**

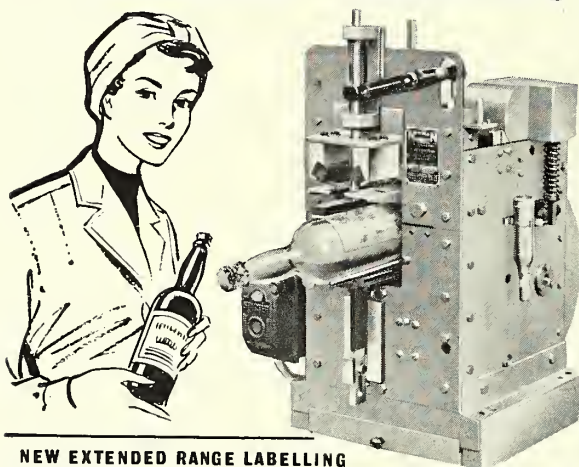
**Stock up NOW for the  
BIG winter demand!**

**W. Hampshire & Co. Ltd., Sunnydale, Derby**  
**urgent orders phone Derby 22202 (3 lines)**

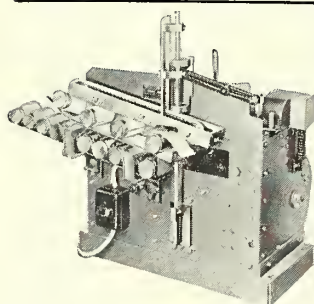




## The new NEWMAN LABELLING MACHINES



**NEW EXTENDED RANGE LABELLING MACHINE MODEL 24A.** Versatile Semi-Automatic Bench model Gums and applies labels maximum size 7" x 5 1/4" to a wide range of bottles, etc., up to quart size. Automatic label coding available. Speeds up to 40 per min.



**AUTOMATIC BENCH MODEL 4B. LABELLING MACHINE** for small bottles, vials, cans, tubes, etc., 7/16" - 2 1/2" diameter labels up to 7" wide. Speed 40 per min. Only 2 ft. bench space needed.



See our display at the  
PACKAGING CENTRE, 50 POLAND ST., LONDON, W.1.  
Open weekdays from 10-6

### D. TRAPOW & CO., LTD.

ENGINEERS

113/115A, REGENT'S PARK ROAD, LONDON, N.W.1  
Telephone PR1mrose 6688

**a NEW, SAFE  
hypnotic/analgesic  
combination**

# 'Valgis'

TRADE MARK

'VALGIS' is a combination of 'Distaval' with aspirin and phenacetin for administration at night to relieve pain and give restful sleep. The inclusion of 'Distaval' as the hypnotic element avoids the toxic risks and such undesirable side-effects as the confusion and initial excitement associated with barbiturates.

The combination in 'VALGIS' of the safe hypnotic with two well-tried analgesics offers an effective hypnotic/analgesic preparation which is suitable for a wide range of conditions in general practice.

Each 'Valgis' tablet contains:

'Distaval' (thalidomide)	50 mg.	
Acetylsalicylic acid	250 mg.	(4 grains)
Phenacetin	250 mg.	(4 grains)

Dosage:

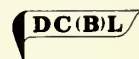
One or two tablets at night before retiring. The dose should be reduced proportionately for children.

Packs	Retail prices	Trade prices
Tube of 12	4s. 6d.	3s. 0d.
Container of 100	27s. 6d.	18s. 4d.

Exempt from Purchase Tax

# 'Valgis'

**for insomnia associated with pain**



THE DISTILLERS COMPANY (Biochemicals) LIMITED

Broadway House, The Broadway, Wimbledon, London, S.W.19  
Telephone: LIberty 6600

owners of the trade marks 'Valgis' and 'Distaval'

FPH 21/59

# Two happy events in **HALEX** nursery ware



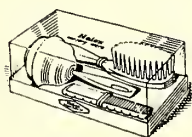
## Baby Bath and Stand

Smooth, rigid, unbreakable polythene bath · Cannot rust or chip · Easy to clean · New, strong wooden stand will also hold carrycot · White, pink or blue bath · Pink or blue stand. Retail price of bath and stand 66/9d.

## Polythene Nursery Bin

Hygienic and easy to clean · Withstands boiling water · Will not chip or rust · Snug fitting lid with handle · Decorated with colourful lamb design · Colours: white base with white, pink or blue lid. Retail price 24/6d.

## MEMBERS OF THE FAST-SELLING FAMILY OF HALEX NURSERYWARE



Toilet Sets



Chamber Pots



Training Seats



Mugs



Mealtime Sets

Order now through your usual wholesaler

**HALEX** (a Division of the British Xylonite Co. Ltd.) HIGHAMS PARK, LONDON, E.4

IT IS NOT ONLY CONSISTENT

ADVERTISING THAT

SELLS  
FARLEY'S

Month after month—year after year Farley advertisements are seen and read by millions of women throughout the country. Apart from that, mothers recommend Farley's to their friends. Therefore—display Farley's in a prominent position and take full advantage of this constantly increasing demand.

FARLEY'S  
RUSKS

FOR BABIES AND GROWING CHILDREN



The  
modern and  
safe remedy  
for head pests

## SULEO

hair emulsion

Suleo Hair Emulsion is formulated with D.D.T. plus Pyrethrins and one treatment clears the worst case of head infestation within minutes. Its toxic effect lasts longer than the nits' incubation period and the hair can be washed 24 hours after treatment without reducing the residual lethal effect.



Attractive  
Sales Aids  
sent FREE  
on request

Approved by members of the Medical and Nursing profession. Safe and harmless to hair and scalp. Easily applied. Non-irritant. Non-poisonous. Unobtrusive. Non inflammable.

AVAILABLE FROM ALL WHOLESALERS

Write for free sample and leaflet

Dept. CD, JEYES' LABORATORIES LTD  
River Road, Barking, Essex

## MEGALON LIVER EXTRACTS

Crude and Refined Injectable in bulk, ampoules and vials. Oral Tonics and concentrated pastes for oral preparations.

### INJECTIONS and TABLETS

to B.P., B.P.C. and B.Vet.C. specifications or to private formulations.

Manufactured by

ANTIGEN LTD., ROSCREA,  
REPUBLIC OF IRELAND

Please send enquiries to :

ANTIGEN LTD., 67 HIGH STREET,  
BEXLEY KENT

TEL: CRAYFORD  
24846



# The Beatson Tablet

WHITE FLINT or AMBER

- ★ Distinctive SQUARE Shape.
- ★ Caps : Black, Red or White Plastic or White Enamelled Tinplate.
- ★ Production Clean in Sealed Cartons.
- ★ Prompt Despatch from Stock.
- ★ Available in the following sizes—  
3dr  $\frac{1}{2}$   $\frac{3}{4}$  1  $1\frac{1}{2}$   $1\frac{3}{4}$  2 3  $3\frac{1}{2}$  oz.

"The Sign of a Good Bottle"



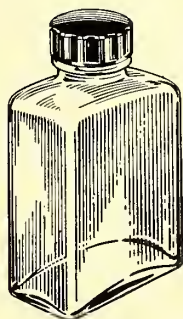
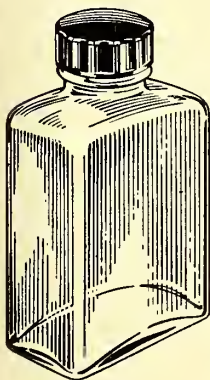
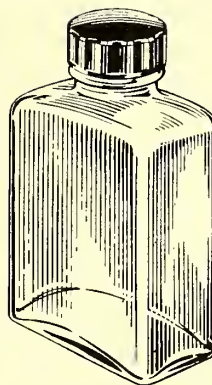
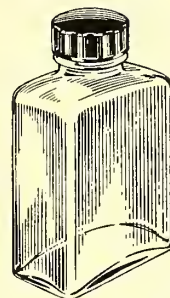
**Suggested Packs—**

- $\frac{1}{2}$ -oz.— 25 Aspirin.
- 1-oz.— 50 Aspirin or 25 Codeine.
- $1\frac{1}{2}$ -oz.—100 Aspirin or 50 Codeine.
- $3\frac{1}{2}$ -oz.—100 Codeine.

**Beatson, Clark & Co., Ltd.**

GLASS BOTTLE MANUFACTURERS

ROTHERHAM ESTABLISHED 1751. YORKSHIRE

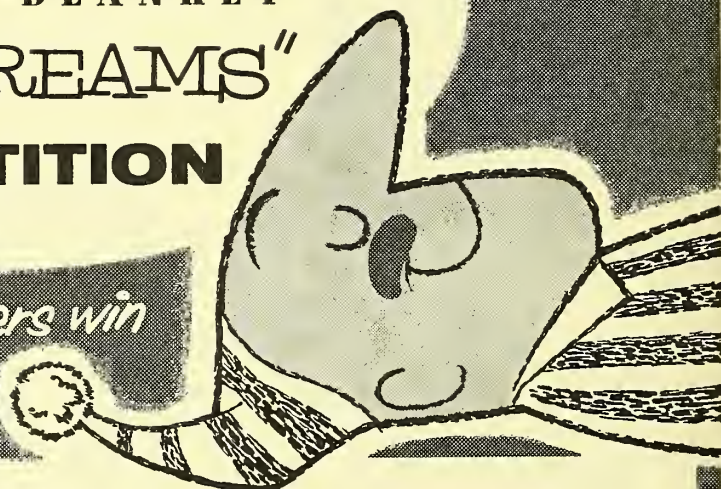


**Be sure to specify BEATSON**

THERE'S OVER **£5000** WORTH OF  
**FREE** ELECTRIC BLANKETS TO BE WON IN THE

*Dreamland*  
ELECTRIC BLANKET  
"SWEET DREAMS"  
COMPETITION

*—and your customers win  
your share for you*



All they do is put Dreamland's special features in the order they think best—there's an entry form packed with every Dreamland Blanket you sell!

Every week 100's of £££'s worth of standard single size Dreamland blankets will be given as prizes—right up to the end of February 1960.

Every pair of Dreamland blankets one of your customers wins will bring you a pair of blankets—that's over £2,500 worth of free stock for retailers!

Yes, many weeks of Big Prizes—for you and your customers—in the Dreamland "Sweet Dreams" Competition—all backed up by Dreamland's biggest-ever National Advertising Campaign.

**TV ADVERTISING  
on all networks**

—60-second participations  
in the popular Advertising Magazines,  
reaching over 7,500,000 homes

**PRESS ADVERTISING**

—big spaces in the magazines  
that command the women's market,  
reaching almost 5,000,000 women

—AND HERE'S STILL MORE GOOD NEWS!

**5% EXTRA DISCOUNT**

ON ALL DREAMLAND ORDERS. Yes on *all* orders: so send yours to your usual Wholesaler as early as possible. And with your first stock of Dreamland—the super-size blankets that warm the whole bed—will come a special Showcard to link *your* shop with the easy-to-enter "Sweet Dreams" Competition.



EASIPower APPLIANCES LIMITED, 30 HIGH ST., SOUTHAMPTON, HANTS • Tel: 27947/8

# About fluorescent lighting

## HOW TO CHOOSE YOUR TUBE

### 1. Look for a tube that earns its price

Osram tubes are guaranteed to do just this. If they fail before 3,000 hours of service, or one year, they will be replaced free of charge!

### 2. Make sure it fits your installation

Osram tubes make sure for you! They are designed (the secret is in a tiny end-to-end metal strip) to fit both 'switch' and 'switchless start' systems. And they cost you not a penny more!

### 3. Buy the tube with the proven performance

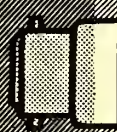
Osram tubes maintain better performance throughout their long and trouble free life!

Always ask for

# Osram

**GUARANTEED fluorescent tubes—and  
add life to your lighting!**

A **g.e.c.** Product, The General Electric Co Ltd,  
Magnet House, Kingsway, London WC2



• **RECOMMEND THE BELLAPURIN**  
**RECTAL THERAPY**



**FOR RAPID RELIEF**

OF

**ABDOMINAL PAINS**  
**UTERINE INERTIA**  
**HÆMORRHOIDS**

Supplied in boxes of 12 and 50 Suppositories.

**P.A.T.A.**

TECHNICAL LITERATURE AND  
SAMPLES FREE ON REQUEST

**RIDDELL PRODUCTS LIMITED**

**RIDDELL HOUSE, DUNBRIDGE STREET, LONDON, E.2**

Telephone: SHoreditch 7254/6

Telegrams: PNEUMOSTAT, BETH, LONDON

and at 11 MANSFIELD CHAMBERS, ST. ANN'S SQUARE, MANCHESTER, 2

**JACKSON'S**

**CENTURION**

**PASTILLES & LOZENGES**

**EIGHTEEN VARIETIES**

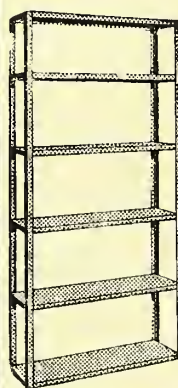
PACKED IN 2 oz. TINS AVAILABLE AT  
BONUS RATES ON ORDERS FOR  
ASSORTED VARIETIES.

*Please ask us for details!*

ERNEST JACKSON & Co., Ltd., Manufacturing Chemists,  
CREDITON, DEVON.

ESTABLISHED 1817

**STEEL SHELVING**



DELIVERED FREE TO  
ENGLAND, SCOTLAND  
AND WALES

**72" 34" 12"**  
**HIGH WIDE DEEP**

- ★ Brand new — manufactured in our own works.
- ★ Shelves adjustable every inch.
- ★ Heavy gauge shelves will carry 400 lb. each.
- ★ Stove enamelled dark green.
- ★ 6 shelves per bay—Extra shelves 8/- each.
- ★ Quantity discounts.

**£3.15**

Also available in  
White at £5 per bay

**N.C.BROWN LTD**

SHELVING DIVISION, HEYWOOD, LANC. PHONE:- 69018 (6 lines)

# THE FASTEST-SELLING SHAMPOO IN YOUR SHOP

## \* BIGGEST ADVERTISING

Silvikrin Liquid Shampoo is by far the most heavily advertised shampoo in Great Britain. And what advertising—strong, striking and lively! And what coverage—ALL T.V. stations and frequent large colour spaces in big circulation women's magazines. Your customers are seeing this advertising day in day out.

## \* BIGGEST SALES

And no wonder! Chemists sell more Silvikrin Liquid Shampoo sachets than any other—*nearly one third as much again as the next competitor in the field.* There's *no* other shampoo, in any other pack, that comes anywhere near the Silvikrin Liquid Sachet for big, fast sales.



# Silvikrin LIQUID SHAMPOO

THE FASTEST SELLING SHAMPOO IN THE COUNTRY

Please note new address

COUNTY LABORATORIES LTD., BEECHAM HOUSE WEST, GREAT WEST ROAD, BRENTFORD, MIDDLESEX.

Tel: ISLeworth 4171

T 19A

\*\*\*\*\*

# The Better Proposition

FOR **\* YOU  
\* YOUR  
CUSTOMER**

## COLOUR CRÈME

New and exciting! Rich crème in a tube that conditions as it tints. Easy and pleasant to apply and absolutely permanent.

Wholesale 3/4 + P.T. Retail 6/8.

**Chemists' Profit 1/8**

## INECTO RAPID

Has a 40-year reputation as the world's supreme recolourative. Known and asked for by name. It sells and sells and sells.

Wholesale 2/6 + P.T. Retail 5/-

**Chemists' Profit 1/3**

## "HAIR MAGIC"

The fastest selling semi-permanent colouring of all with a 5-minute self-timing colour control. Pure Ash, true Reds, soft, subtle Golds and rich deep or light Browns—Brown, Ashen Brown, Chestnut Brown. And now—Deep Black!

Wholesale 1/8 + P.T. Retail 3/10.

**Chemists' Profit 1/4**

# INECTO

## THE PERFECT HAIR COLOURING

INECTO HOUSE, 27 DOVER STREET, LONDON, W.1.  
HYDe Park 7541

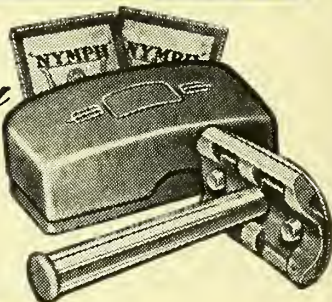
"The most experienced and largest manufacturers of hair colouring in the world"

\*\*\*\*\*

CND/201/54

## A Gift a Woman gives Herself...

counter display ensures quick sales



## Nymph

ladies' safety razor

Backed by national advertising



Every woman is a possible buyer of this dainty toilet accessory. Reasonably priced at 3/6d. to ensure spontaneous purchase! Complete in moulded case with 2 blades, in PINK, BLUE, GREEN, "Nymph" Blades in cartons of 6 blades, 1/5d.

Obtainable from your usual wholesaler.

▲ PRECISION-MADE **SOUPLEX** PRODUCT

**SOUPLEX LTD., MORECAMBE, LANCs.**

**JKL**

**BOTANICALS  
CHEMICALS  
GUMS**

**ESSENTIAL OILS  
SPICES  
WAXES**

★

**CASCARA**

**IPECAC**

**SENEGA**

**STYRAX**

**STROPHANTHUS**

★

**JOHN KELLYS (LONDON) LTD.**

**24 OLD BROAD STREET, E.C.2**

Telephone: LONdon Wall 6585 (4 lines)  
Telegrams: "Ergotime, Stock, London"

NEW YORK

HAMBURG

PATTINSON'S REGISTERED BRAND  
**MAGNESIUM  
CHEMICALS**

**FOR THE  
PHARMACEUTICAL  
INDUSTRY**

**FULL TECHNICAL  
INFORMATION  
ON REQUEST**

LIGHT AND HEAVY MAGNESIUM  
CARBONATES B.P.

LIGHT AND HEAVY MAGNESIUM  
OXIDES B.P.

MAGNESIUM OXIDE LEVISSIMA

MAGNESIUM HYDROXIDE B.P.C.

MAGNESIUM TRISILICATE B.P.

**THE WASHINGTON CHEMICAL CO. LTD.**

WASHINGTON, CO. DURHAM, ENGLAND

Telephone: Washington 3333

*A member of the TURNER & NEWALL ORGANISATION*

LONDON OFFICE: Empire House, St. Martin's le Grand, London, E.C.1. Telephone: MONarch 6898.

MANCHESTER OFFICE: 220/222 Corn Exchange Buildings, Cathedral Street, Manchester, 4.

Telephone: BLAckfriars 4401

*Agents throughout the world.*



\* See our exhibits at  
the Packaging Centre  
50 Poland Street, W1

### WHAT DO YOU KNOW?

"Tell me, Mr. Chemist, who would you say produce a range of dispensing boxes really adequate to your needs?"

"Robinsons of Chesterfield sir. And there's not the slightest doubt about it."

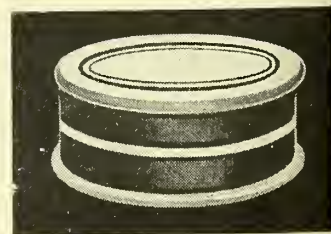
"But can they cater for all your requirements?"

"Without a single exception sir. Their range of Chemists' boxes include Pill Boxes, Chepette and Sealite Ointment Boxes, Purple Flanged Pill Boxes, Standard 'Little John' Drums, Pill and Tablet Cartons—in fact the lot."

"Well, Mr. Chemist, this must add up to a tremendous amount of Robinson 'know-how'."

"It does indeed sir and any Chemist who disregards it is years behind in his methods."

Ask your wholesaler for particulars.



PURPLE FLANGED PILL BOX



# Robinsons of Chesterfield

ROBINSON AND SONS LIMITED WHEAT BRIDGE MILLS CHESTERFIELD

Telegrams: "Boxes" Chesterfield. Telephone: 2105, 8 lines

London Office: King's Bourne House, 229/231, High Holborn, London W.C.1. Telegrams: 'OmniBox' Holb. London. Telephone: Holborn 6383

**WHEN ONE PHOTOGRAPHER  
REMEMBERS ANOTHER . . .**

**THE WELL STOCKED  
JOHNSON DEALER  
GETS THE PROFIT!**

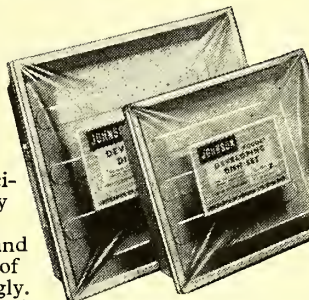


**Roto One**—an economical daylight developing polystyrene tank. Screw-on lid with removable cap. Inversion to ensure thorough circulation of developer is thus possible. Capacity 300 c.c. for 120 films: 185 cc. for 35 mm. £1.10.0

**Roto Two**—a larger version tank for inversion agitation and rotary 'cam action' movement of the spiral. Price £1.12.6. Thermometer 5/-.

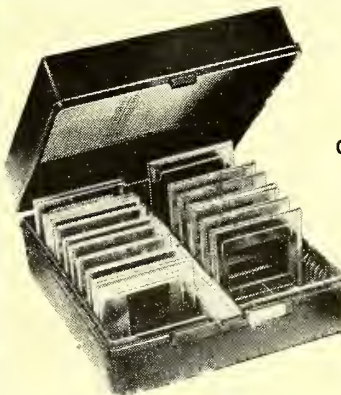
**Vogue Triple Purpose**

**Dishes**—in sets of three, separately coloured: Orange, Grey, White—for easy identification in each processing job and specific chemicals. Strongly moulded in plastic. Available in half plate and whole plate sizes in sets of three or larger sizes singly. Prices 6/9 ( $\frac{1}{2}$  plate set); 12/9 (whole plate set). Single dishes 2/3 to 32/6.



**Do-it-Yourself Printing Outfit**

—Combined safe light and exposing light. Three  $\frac{1}{4}$  plate dishes (orange, white and grey). Printing frame with masks. Two graduated measures. Two forceps. Thermometer with case—Con-Sol developer. Acid fixing powder and full instructions. Price £1.17.6 complete.



**Colorthene Slide Box**—

Holds 60 mounted slides, card index in lid. Made in shock-resistant maroon polythene. Tapered slots for easy insertion. Price 9/6d.

THESE JOHNSON ACCESSORIES WILL BE  
IN DEMAND AT CHRISTMAS

**JOHNSONS**  
OF HENDON LTD

FOR CONFIDENCE  
IN PHOTOGRAPHY



The  
**NEW**  
Super

## PRIDE Beer Shampoo

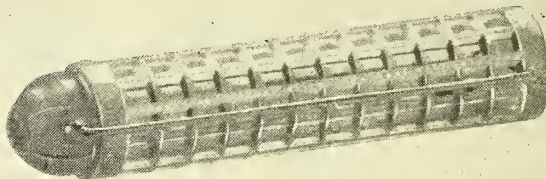


A brilliant innovation in shampoo marketing! Pride Beer shampoo in the Super Sachet! A sachet which can be hung wherever convenient and simply manipulated to give just the right amount of shampoo. Each sachet provides up to eighteen economical shampoos and is packed into a hermetically sealed show-case with a clear glass top which can easily be incorporated into point-of-sale or window displays. The retail price is only 3/3.

From your usual wholesalers or direct  
**B. N. FURMAN (PRODUCTIONS) LTD.**  
133, FONTHILL ROAD, LONDON, N. 4.

## NOVELTY HAIR ROLLER 'FABULO' BRAND

also in Xmas pack available from Oct. 15



The world's best and cheapest UNBREAKABLE (polythene) HAIR ROLLER or CURLER in 2 sizes for professional use by Hairdressers, for use with Home Perms or simply by damping the hair.

Size 0=12 in Cellophane pkt. (very attractive) 2½" long  
Size 1=7 " " " " " 3" "  
Size 2=5 " " " " " 3½" "  
Size 3=3 " " " " " 3" " (very thick)

Price 15/10 per doz packets of either + 25% P.T.  
Min. Retail Price 2/5 per packet of either size

Supplies obtainable through the wholesale trade or direct from:

**HAETAM LTD.**

63 Corporation St., Manchester 4

Telephone: Blackfriars 3882

Wholesalers who do not yet stock these renowned Curlers please contact us for trade terms.

# THOVALINE

for:—

## BEDSORES

**BEDSORES** can be prevented by applying **THOVALINE** before the trouble starts but if already in existence will help greatly in healing.

## BURNS

**BURNS** Unique action. **THOVALINE** is self sterile it eliminates pain and is a rapid healer.

## DERMATITIS

**URINE DERMATITIS** Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Supplies from your usual wholesale house:

**ILON LABORATORIES**

LORNE STREET • HAMILTON • LANARKSHIRE

Tel: HAMILTON 410

Quinine  
Sulphate B.P.  
1953 & 1932



**THE BRITISH  
DYEWOOD COMPANY LTD.**

19 St. Vincent Place,  
Glasgow, C.I.

**Now****Mornidine**

P.1, S.1, S.4

*Mornidine is a registered trade mark.*

*An entirely new drug  
for the safe and  
specific treatment of  
nausea and vomiting  
of pregnancy*

**Mornidine for morning sickness**

Mornidine is a new phenothiazine in which a useful separation of activities has been achieved. Even at maximum therapeutic dosage levels Mornidine does not have the specific tranquillising action of previous phenothiazine drugs and is therefore not liable to produce the characteristic side effects associated with this type of activity.

Mornidine (brand of Pipamazine) is available as a sugar-coated tablet containing 5 mg.

Available in :

	Retail Price	Trade Price
Bottles of 25	8/3d.	5/6d.
Bottles of 100	30/9d.	20/6d.
Bottles of 250	73/4d.	48/11d.

**SEARLE**

H I G H W Y C O M B E , B U C K S

  
**The CHEMIST AND DRUGGIST**  
**CLASSIFIED ADVERTISEMENTS**

Telephone: CENTral 6565

Address Box Number Replies to: **THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2**

Specially spaced Advertisements, including:—Public and Legal Notices, Sale by Auction, Appointments, Contract Work, Patents, Partnerships, 18/- per 1/4 inch minimum and pro rata. Box 2/-. Clearances and Wants, Businesses for Disposal and Wanted, Premises, Agents Wanted, Agencies Wanted, Miscellaneous, 17/6 for 36 words minimum; then 4d. per word. Box 2/-. Situations Vacant, 12/- for 36 words minimum, then 4d. per word. Box 2/-. Situations Wanted, 3/- for 18 words minimum; then 2d. per word. Box 1/-.

## ORRIDGE & COMPANY

**184 STRAND, W.C.2**  
Tel: TEMple Bar 9212/3 & 6340

**CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL**  
**BRANCHES: BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF**

### PREMISES TO LET

#### NEW SHOPS TO LET

**L.C.C. Expanding Town**

**One Reserved for Chemist**

*Others let to*

World's Stores Ltd., F. Meyers Ltd.,  
Crown Wallpapers Ltd., Butcher, Out-  
fitter, Radio, etc.

**Rent £550 p.a.**

Metropolitan Estate and  
Property Corporation Ltd.,  
16 Hanover Square, W.1.  
Mayfair 5454

C 9882

### BUSINESSES FOR DISPOSAL

**HIGH-CLASS WOOL/DRUGGIST STORE,** etc., large d./f. modern shop with maisonnette. Long lease. Takings £6,300 and increasing with new housing in expanding town 30 miles London. £1,950, plus stock. No pharmacy near. Box C 2534.

**YORKSHIRE, WEST RIDING.** Old-established family business (limited company) in main street of small industrial town. For sale owing to death. Well fitted, easily run. Turn-over £9,000. For details apply: Jacques & Stirk, Chartered Accountants, 9 Henry Street, Kighley, Yorks. C 2539

### APPOINTMENTS

#### ALTON GROUP HOSPITAL MANAGEMENT COMMITTEE, LORD MAYOR TRELOAR HOSPITAL, ALTON

**Assistant-in-Dispensing**  
required with Apothecaries' Hall Certificate (preferably with hospital experience) for Group Pharmacy. Salary at age 22 £415 rising to a maximum of £530. Applications stating age and experience together with the names and addresses of two referees to the Group Secretary, Lord Mayor Treloar Orthopaedic Hospital, Alton, Hants. C 9892

#### AUSTRALASIAN HOSPITAL (DR. BARNARDO'S HOMES), BARKINGSIDE, ESSEX

**Assistant-in-Dispensing**  
(full-time) required. Small modern hospital for children and staff of Dr. Barnardo's Village Home. On National Health list, Whitley Council scale with authorised supplements. Apply Medical Superintendent of above. Tel.: Val. 4879. C 9898

#### BIRMINGHAM & MIDLAND EYE HOSPITAL, CHURCH STREET, BIRMINGHAM, 3

**Assistant-in-Dispensing**  
preferably with Apothecaries' Hall Certificate. Salary at age 18 £215 rising to £510 p.a. Detailed applications in writing naming two referees to Hospital Secretary. C 9904

#### CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE Pharmacist

for Bethnal Green Hospital, Modern department approved for training students. Salary scale £605—£815 p.a. plus London Weighting and higher qualification allowance. Please apply with details of age, training and experience to the Group Secretary, 213 Kingsland Road, London, E.2. C 484

#### DULWICH HOSPITAL, EAST DULWICH GROVE, LONDON, S.E.22

**Senior Pharmacist (Category III)**  
required. Post vacant end November. Whitley Council salary scale (£675 to £865 p.a.) and conditions of service. London Weighting allowance payable, rising to £40 p.a. also higher qualification allowance where applicable. The department is responsible for purchase and issue of drugs, dressings and surgical instruments, and may be inspected by arrangement with the Chief Pharmacist. Applications giving age, qualifications and experience details to Group Secretary, Dulwich Hospital. C 9889

#### LEYTONSTONE (No. 10) HOSPITAL GROUP, WHIPPS CROSS HOSPITAL, LONDON, E.11 (Category V Hospital)

**Pharmacist**  
Applications are invited for the above post. Applications from part-time Pharmacists will be considered. The hospital is ideally situated, being on the Central Underground Line within 20 minutes of Central London. Application forms from the Hospital Secretary to be returned as soon as possible. C 492

#### KNOWLE GROUP HOSPITAL MANAGEMENT COMMITTEE

**Appointment of  
Chief Pharmacist  
(New post)**

Applications are invited for the above appointment to the Knowle Group of Hospitals which comprises Knowle Hospital, Fareham, the Old Manor Hospital, Salisbury, and Fairfield House, Droxford. The Chief Pharmacist will be based at Knowle Hospital and will be responsible for the pharmaceutical departments of the Group and also for Coldeast Hospital, Salisbury Green.

The salary (Category II) £775 rising to £1,030 and the terms and conditions of employment are in accordance with Whitley Council awards. The post is superannuable.

Applications stating age, qualifications, experience and the names of two referees should be submitted to the Group Secretary, Knowle Hospital, Fareham, Hants, by November 30, 1959. C 9903

#### KING EDWARD VII HOSPITAL, WINDSOR (Category III) Pharmacist

required immediately. Whitley salary. Applications giving details of service to secretary. C 9857

#### KING EDWARD VII HOSPITAL, WINDSOR

**Assistant-in-Dispensing**  
required. Applications to Secretary. C 9890

#### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1 Pharmacist

Applications are invited for the post of Pharmacist. Whitley Council salary scale and conditions of service. Applications stating age, qualifications, experience and the names of two referees, to Secretary, Stepney Green Hospital Management Committee, Mile End Hospital, Bancroft Road, E.1. (Further particulars may be obtained from the Chief Pharmacist: Tel.: Stepney Green 4251.) C 9868

#### MANSFIELD HOSPITAL MANAGEMENT COMMITTEE Pharmacist

required for the modern Group Pharmaceutical Department at the King's Mill Hospital, Sutton-in-Ashfield, Nottinghamshire. Salary is on the Whitley Council Scale, £605 rising to £815 per year. The point of entry into the scale will be determined by previous professional experience. Living accommodation for a single person is available if required. Applications stating age, qualifications and experience to the Group Secretary, Mansfield Hospital Management Committee, "Oak Bank," Crow Hill Drive, Mansfield, Notts, as soon as possible. C 9852

## ERNEST J. GEORGE & CO.

**329 HIGH HOLBORN, LONDON, W.C.1.**

Telephone: HOLBORN 7406/7

*Professional Valuers to the Pharmaceutical Trade.—Wholesale, Retail and  
Hospital Stocks, Branches throughout England and Scotland.*

**Appointments—Continued****METROPOLITAN HOSPITAL,  
KINGSLAND ROAD,  
LONDON, E.8****Locum Pharmacist**required to work in a modern department.  
Apply to Hospital Secretary. C 445**SEAMEN'S HOSPITALS  
MANAGEMENT COMMITTEE****Pharmacist**

required for duties under Chief Pharmacist at Dreadnought Hospital, Greenwich. Salary and conditions of service in accordance with Whitley Council regulations. Staff flat available if required. Applications stating age, qualifications and experience, together with the names and addresses of two referees, to be sent to the Group Secretary, Dreadnought Seamen's Hospital, Greenwich, S.E.10. C 9905

**SHREWSBURY HOSPITAL  
GROUP,****SHELTON MENTAL HOSPITAL,  
SHREWSBURY****Chief Pharmacist**

Applications are invited from suitably qualified ladies and gentlemen for the post of Chief Pharmacist, single-handed, at the Shelton Hospital (Mental). House may be available. Salary: £700 x £35 (1) x £30 (3) x £35 (1) x £30 (2) x £25 (1) to £945. Conditions of service as prescribed by the Pharmaceutical Council of the Whitley Council. Annual leave 21 days, plus all Bank Holidays. The appointment will be subject to the provisions of the National Health Service (Superannuation) Regulations. Applications, accompanied by the names and addresses of three referees, should be addressed to the Medical Superintendent, Shelton Hospital, Shrewsbury. C 9876

**STEPNEY GROUP HOSPITAL  
MANAGEMENT COMMITTEE,  
MILE END HOSPITAL,  
BANCROFT ROAD,  
LONDON, E.1****Pre- or Post-graduate Student in Pharmacy**

required at the above hospital to commence duty in January 1960. Salary scale and conditions of service in accordance with Whitley Council. Applications, with names of two referees, to be sent to the Chief Pharmacist. C 9878

**ST. BARTHOLOMEW'S HOSPITAL,  
LONDON, E.C.1****Pharmacist**

required. Whitley Council conditions and salary. Write, Chief Pharmacist, giving names of two referees. C 9879

**SOUTH-WEST MIDDLESEX  
HOSPITAL MANAGEMENT  
COMMITTEE,****WEST MIDDLESEX HOSPITAL****Chief Pharmacist**

required. (Also at present responsible for services to three other hospitals.) Vacant February 1960. Category V. Present salary scale £935-£1,335, plus London Weighting. Total authorised establishment includes Deputy Chief, two Seniors, five pharmacists and three assistants-in-dispensing.

Applications (by letter) giving details of age, qualifications, experience and names of two referees to Group Secretary, South-West Middlesex Hospital Management Committee, West Middlesex Hospital, Isleworth, Middlesex, by December 2, 1959. C 9891

**ST. MARY'S HOSPITAL  
CHILDREN'S DEPARTMENT,  
PRINCESS LOUISE KENSINGTON  
HOSPITAL FOR CHILDREN,  
ST. QUINTIN AVENUE,  
LONDON, W.10****Locum Pharmacist**

required on a month to month basis. Whitley Council salary and conditions. Applications to Secretary, from whom further particulars can be obtained. C 4393

**THE GENERAL HOSPITAL,  
DEWSBURY, YORKS****Pharmacist**

required immediately for modern department in a Category III hospital. Post offers good experience including small-scale manufacturing. Salary scale £605-£815 per annum. Accommodation for single person can be arranged, if required.

Applications giving age, experience and qualifications, together with the names and addresses of two referees to be sent, as soon as possible, to the Administrative Officer at the hospital. C 9888

**THE LONDON HOSPITAL,  
WHITECHAPEL, E.1****Pharmacist**

The above hospital has a vacancy for a Pharmacist. Salary £605-£815 according to previous experience and service. Applications to House Governor. C 488

**WEST MIDDLESEX HOSPITAL,  
ISLEWORTH, MIDDLESEX****Assistant-in-Dispensing**

required in Pharmaceutical Department for varied duties. Salary £395 per annum at age 22, rising to £510, plus London Weighting (additional payment of £20 per annum for suitable qualifications).

Apply giving names of two referees to the Chief Pharmacist. C 480

**SITUATIONS VACANT  
RETAIL (HOME)**

APPLICATIONS are invited from Pharmacists, men or women, including those newly qualified, for position as Manager or Managers of modern pharmacy with excellent dispensing connection on borders of Kent and London. Salary and commission in excess of £1,100 per annum. Good supporting staff. Superannuation scheme. The position is permanent and there are opportunities for promotion. House available if required in pleasant locality within easy travelling distance. Apply stating age and experience to the Superintendent Chemist, Royal Arsenal Co-operative Chemists, Ltd., 147 Powis Street, Woolwich, S.E.18. C 2492

**DISPENSARY ASSISTANT** (unqualified) required by the Army & Navy Stores, Ltd. Half-day Saturday. No late evenings. Apply Staff Office, 12 Artillery Row, Victoria, S.W.1. C 9894**DOVER.** Excellent opportunity, main-road premises. Chemist (lady or gentleman) required in spring to manage privately owned pharmacy. Particulars of age, experience, salary, etc., in confidence, to Whorwell, 96A New Dover Road, Canterbury. C 2514**OLDHAM CO-OPERATIVE CHEMISTS, LTD.,** invite applications for the position of pharmacy branch manager, either sex. Modern accommodation available if necessary. Superannuation. Salary and other emoluments at least £960. Applications stating age, experience, etc., to Oldham Co-operative Chemists, Ltd., King Street, Oldham. C 454**SHREWSBURY.** Two pharmacist managers required for pharmacies in busy county town. Write or telephone for interview, expenses paid. W. J. Jones & Co., Ltd., 10 Mardol Head, (Shrewsbury 2225.) C 2496**STOCKTAKER** (male) required as permanency to take charge of stock for small multiple. Please apply in writing to John Harley, Ltd., 32 Vauxhall Bridge Road, London, S.W.1. C 2535**SUPERINTENDENT CHEMIST** (lady or gentleman) for pharmacy situated Derby. Position offers free modern accommodation, salary, plus share of profits. Write Box C 2537.**UNQUALIFIED,** experienced lady dispensing assistant required for up-to-date high-class pharmacy in pleasant country market town. Good supporting staff. Hours 9 to 5. Thursday half-day. No half-day or Sunday rota. Full details please to J. P. Gibson, M.P.S., F.B.O.A. (Hons.), Gibson & Son, The Old Pharmacy, Hexham, Northumberland. Phone: Hexham 9. C 2538**WANTED:** Pharmacist to manage old-established pharmacy in a busy main-road shopping area. Excellent prospects and scope for individual ideas to an alert and vigorous man. Salary and commission according to experience. Apply in confidence marking envelope "Application for Managership," to Spilman (Chemists), Ltd., c/o 2 Story Street, Hull. C 2530**WHOLESALE****AN APPOINTMENT** with unusual opportunity for progress is envisaged by leading manufacturers of nationally advertised preparations. The successful applicant will probably be between 26 and 30 and will almost certainly have experience in calling on chemists. Some administrative experience (or a well-founded desire to gain administrative experience) would be an advantage. The base is the North-west, but occasional relief work in other parts of the U.K. would mean that the applicant must be mobile. After a probationary period of service entry into a pension scheme would be available. Applications will be treated with full confidence and should give full personal particulars, details of experience and salary required to Sales Manager, Box C 9884.**ANALYTICAL CHEMIST** required to take charge of quality control. Internationally known company manufacturing toilet and medicinal preparations. Middlesex. Canteen. Superannuation scheme. Box C 2507.**A PROGRESSIVE OPPORTUNITY** is now open for a man, about 26-30, to make a sales career with leading manufacturers of nationally advertised preparations. Initially he would be based in the North-west but occasional relief work in other parts of the U.K. would bring broad experience: mobility is, therefore, essential. Preference will be given to candidates accustomed to calling on chemists. A non-contributory pensions scheme is in force after a preliminary period of service. Write in full confidence, giving details of experience, personal information and salary required to Box C 9885.**DETAIL MAN,** already calling on hospitals or skin specialists in England, can get substantial extra remuneration as a sideline by arranging for clinical tests to be made of one ethical product which has already proved its worth on test in a major London hospital. There is nothing to sell. Write giving details of present assignment to Box C 9887.**ASPRO-NICHOLAS LIMITED** require a pharmacist to assist the processing manager. The company manufactures a wide range of pharmaceutical, veterinary and household products and this opening will appeal to a young graduate wishing to make a career in the processing industry. Although an advantage, experience is not essential, as training will be given. Prospects for advancement are excellent and a good salary awaits the right man. Apply, in writing, stating age, experience and qualifications to the Personnel Manager, Aspro-Nicholas Limited, 225 Bath Road, Slough, Bucks. C 9901**JOHN BELL, HILLS & LUCAS, LTD.,** require the services of a young pharmacist (lady or gentleman) to assist with general administrative duties including control of Dangerous Drugs and for dealing with technical queries. Apply: Managing Director, Oxford Works, Worsley Bridge Road, London, S.E.26. C 9780**PART-TIME** consultant pharmacist required by manufacturer in London area. Details of experience and qualifications to Box C 2525.**PROCESS WORKER:** experienced in manufacture of pharmaceutical ointments, emulsions. Good salary and conditions. Apply, giving full particulars to Biorex Laboratories, Ltd., 47/51 Exmouth Market, E.C.1. TERMINUS 9494. C 9893**RESEARCH PHARMACIST**

Leading manufacturers of pharmaceuticals and dietary supplements for small animals seek the services of a research pharmacist to work mainly on the development of new products. An extensive programme of nutritional research is being pursued, and encouragement is given to the publication of suitable material. The appointment should appeal particularly to an ambitious man interested in two or three years' specialised experience en route to an executive position. A degree in pharmacy or similar academic background is called for and previous experience in formulation is essential. Applications with the fullest details should be posted to the Chief Chemist, Bob Martin Limited, Southport, Lancashire. C 9872

**THE BRITISH DRUG HOUSES LIMITED**

require a young male pharmacist as assistant in Galenical Laboratory. The post offers a good opportunity for a person wishing to pursue a career on the manufacturing side of the pharmaceutical industry. The vacancy has occurred following promotion within the organisation. There is a superannuation fund and the company operates life assurance and profit sharing schemes. Write giving details of age, experience and salary required to Ref. WKW/HAC, Personnel Manager, The British Drug Houses Ltd., Graham Street, N.1. C 9866

**VETERINARY REPRESENTATIVE**

required by manufacturing and wholesale chemists to call on the qualified Veterinary Profession only in our Northern and Scottish Territory. This is a well-established territory with good prospects of further development. Car and expenses provided, with good salary and commission. Previous experience of representation is essential. Apply to Box C 9838.

## WILLIAM R. WARNER & CO. LTD.

### MEDICAL REPRESENTATIVES

As a result of rapid growth and re-organisation, William R. Warner & Co. Ltd. have a number of interesting vacancies for Medical Representatives.

Applications are invited from men aged 25-35 who wish either to make or consolidate a career for themselves in the Pharmaceutical Industry. For some appointments, pharmaceutical or equivalent qualification is an advantage, but applicants with a good technical background will be considered.

Those candidates who are short-listed will be interviewed with a view to joining a training course which will commence in February 1960.

Initial salary will be in keeping with experience and qualifications and the positions are permanent and progressive. A Company Car is provided and all expenses paid. A non-contributory pension scheme is in operation.

Applications, which will be treated in strict confidence, should give all details of age, education and qualifications and experience, and should be sent to:—

**Personnel Officer, William R. Warner & Co. Ltd., Eastleigh, Hants.**

C 9883

## A CAREER IN I.C.I.

Twenty-one years ago, eight I.C.I. chemists began a search for new compounds to defeat disease and from that small beginning has come the most up-to-date research establishment in Europe. It was opened at Alderley Park in October 1957 and in these modern laboratories a staff of almost 400 men and women are carrying out fundamental medical and veterinary research with equipment and facilities equal to any in the world.

It is essential that the fruits of their labours be presented to the medical profession by men who not only have the technical knowledge necessary for the job, but also bring with them qualities of integrity in keeping with the standards of the medical profession itself.

I.C.I. is seeking such men to provide the vital link between the Company and the medical profession in London, Essex and counties adjacent to Bristol, and applicants should be prepared to make their career with the Company until retirement. The terms of service will impose no such obligation on recruits, but long service is considered desirable and salaries, pension and profit-sharing schemes and a high degree of security are all designed to that end.

Men who consider they have the necessary qualifications to represent this Company with the medical profession should address their applications in the first instance to:—

PERSONNEL MANAGER (M),  
IMPERIAL CHEMICAL INDUSTRIES LIMITED,  
TEMPLAR HOUSE,  
81-87, HIGH HOLBORN,  
LONDON, W.C.1.

C 9875

## Situations Vacant—Continued

## WHOLESALE (OVERSEAS)

**CHEMIST** with full knowledge in the manufacture of food and soft drinks wanted for Spain. Applicants should have full experience in food processing as well as plant manager. Box C 2533.

## AGENTS WANTED

**ACTIVE AGENT REQUIRED.** Suppliers of a well-known chemists' line require an active agent to continue and expand their sales in the Republic of Ireland. Applications are invited from a progressive agent or wholesaler who is already calling on chemists regularly, and would be prepared to take up this line on a buying agency basis. Attractive terms. Apply stating fullest particulars of territory covered and lines carried to Box C 2527.

Agents required by the distributors of the well-known products:

HAZE AIR PURIFIER AEROSOLS  
FLORET PERFUMED INSECTICIDE AEROSOLS

Must have established connections with retail chemists, departmental stores, Co-Op. Societies, etc. Many Southern areas available including the Midlands, East Midlands, London, etc. Many accounts passed to successful applicants.

Apply:  
**Sterling Supplies (Abridge), Ltd.,**  
London Road, Abridge, Romford, Essex.  
C 2536

**AGENTS REQUIRED** in Birmingham, East Anglia, Wales and S.E. counties areas to handle well-established, advertised pharmaceutical and toilet products. Box C 2540.

## SITUATIONS WANTED

## WHOLESALE

**REPRESENTATIVE.** Connection established 30 years chemists, stores, hairdressers. Toilet trade, Midland Counties and East Anglia. Good salesman. Seeks position reputable house. Agencies considered. Box C 2528.

**YOUNG MAN** with a little knowledge of chemistry, biology and slight pharmaceutical experience, would like to make contact with firm or firms who desire representation in Central Scotland either direct or on a commission basis. Car owner. Please reply to Box C 2532.

## AGENCIES WANTED

## NORTHERN IRELAND

Well-known toilet soap and toiletries house with existing connection seeks active representation amongst Ulster Departmental Stores and Chemists. Sole agency terms will be offered against active coverage of area. Warehouse/distribution facilities an advantage. Please send fullest particulars to Box C 9902.

## BUSINESS OPPORTUNITIES

WOULD £5,000

HELP YOU TO

GET AHEAD?

£5,000 is the main prize in the new Get Ahead contest organised by the *News Chronicle*. The B.B.C. will televise eight heats and the final. You need not have your own business to qualify for the final. All finalists will win considerably more than £200. In all, £7,500 will be won. Anyone with a sound business idea for putting £5,000 to good use should write for details now to: Get Ahead, *News Chronicle*, 4/7 Lombard Lane, London, E.C.4. C 9897

## TENDERS

**India Supply Mission Tender Enquiries** for the supply of a Plant for the manufacture of Streptomycin and dihydrostreptomycin to be set up at Hindustan Antibiotics Limited, Pimpri, Poona.

The Office of India Supply Mission, 2536, Massachusetts Avenue, N.W. Washington 8, D.C., United States of America, invites tenders for the following:—

Indenter's Indent No.	Tender Enq. No.	Brief description of equipment required.	Closing date.
PUR:ISM/STR/32	SE-115	Steam Boiler	Feb. 5, 1960
" /33	SE-116	Vial drying and Sterilising Tunnel	Jan. 12, 1960
" /34	SE-117	Automatic Vial Labelling Plant	Jan. 12, 1960
" /37	SE-118	Dust Filter	Jan. 12, 1960
" /38	SE-119	Hydrogen Gas Generator	Jan. 14, 1960
" /39	SE-120	Laundry Equipment	Jan. 19, 1960
" /40	SE-121	Dryer—Drying of Sterile Powder under vacuum	Jan. 21, 1960
" /41	SE-122	Submerged Coil-type Ammonia Cooler to cool brine	Jan. 14, 1960
" /42	SE-123	Fans for Water Cooling Tower connected to refrigeration	Jan. 27, 1960
" /43	SE-124	Valves and Fittings	Jan. 27, 1960
" /35	SE-125	Automatic Vial Cleaning Machine	Jan. 29, 1960
" /36	SE-126	Automatic Vial Filling Plant	Jan. 29, 1960

Specifications, etc., relative to the above specifications, can be obtained from the Coordination Branch, India Store Department, Bromyard Avenue, Acton, W.3, at a cost of 14 shillings and 3d. per tender set and is not refundable. Tenders are to be returned direct to India Supply Mission, 2536, Massachusetts Avenue, N.W. Washington 8, D.C., United States of America, so as to reach them on the dates specified on the various tenders.

Specimen copy of the above enquiries can be seen at India Store Department, Engineering Branch, Bromyard Avenue, Acton, W.3, under the following reference: S.3705/59/NSC/ENG.2. C 9896

## Business Opportunities—Continued

**INDEPENDENT** French Cosmetic House seeks United Kingdom development. Managing Director will disclose fullest details to firm genuinely interested in, and capable of distributing and promoting outstanding internationally known Parisian cosmetics. Reply to Box C 2504.

**MANUFACTURING CHEMISTS** having modern factory in West Midlands of over 3,000 square feet area, prepared to make and market through existing sales force, good saleable lines. Wide variety of products considered. Apply Box C 9845.

**WE ARE INTERESTED** to purchase a small but well organised pharmaceutical manufacturing business. Alternatively we would consider financial participation in an existing pharmaceutical firm having room for expansion. All replies in strictest confidence to Box C 9841.

## WANTED

**SURPLUS CAMERAS, ENLARGERS, CINE CAMERAS & PROJECTORS, PHOTOGRAPHIC EQUIPMENT OF EVERY DESCRIPTION, SURPLUS AND OUTDATED FILM & PAPER, LARGE OR SMALL QUANTITIES.** Phone, write or call:—

**SPEARS**  
(Dept. D.), Watling Street, Shudehill, Manchester.

Phone: Deansgate 7705 (3 lines)

Bankers: Midland Bank, Ltd.

C 438

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

## SALES BY AUCTION

**B. NORMAN & SON,**  
2/5 Little Britain (close to G.P.O.),  
London, E.C.1,

will sell by Auction, Wednesday, Dec. 2, at 1.30 p.m., practically new **CHEMISTS' and PERFUMERS' SHOWCASES and FIXTURES** (light oak), Drug Runs, Wall Cases, Plate Glass Counters, National Cash Registers, Nests of Drawers, Office Desks, etc. View day prior. Catalogues available. MON. 8501/2. C 9899

## MISCELLANEOUS SALES

**GRAYFIL** 2-head Stainless Steel Vacuum Liquid Filling Machine, complete with motorised vacuum pump, New condition. Details from C. Skerman & Sons, Ltd., 118 Putney Bridge Road, S.W.15, Vandyke 2406. C 9900

## TRADE MARKS

**THE TRADE MARKS** set out below were assigned on August 15, 1959, by Bristol-Myers Company Limited, of 211-215 Blackfriars Road, London, S.E.1, to Bristol-Myers Company of 630 Fifth Avenue, New York, State of New York, U.S.A., without the goodwill of the business in which they were then in use. Reg. No., 268635, Mark "Mum," Goods A toilet article for taking the odour out of perspiration and the like. Reg. No. 381543, Mark Pharmaceutical Preparation "Mum" Brand, Goods A pharmaceutical preparation for external use for taking the odour out of perspiration and the like. Reg. No. 715938, Mark Mum Mist, Goods Deodorants for personal use. C 9861

## MISCELLANEOUS

**10 GROSS x 2-oz. w/f ginger wine bottles.** Surplus stock. Offers. Box C 2526.

**GELEE ROYALE GINSENG PILLS** containing jelly royal, radix ginseng, glutamin, lecithin, cola. Royal jelly wheat germ oil capsules vitamin E. In great demand in Continental countries. Pharmadrog Corporation Distributors Embassa, Ltd., 4 D'Arbury Street, London, W.1. Phone: GERard 4664. C 2470

**FASHION JEWELLERY,** crystal, diamante, marcasite, rolled gold, beads, etc. Our Xmas range has arrived now from abroad. Please order early to get best choice. Jodez (Manchester), Ltd., 8/10 Shudehill, Manchester, 4. Phone: Deansgate 6564. C 9725

## DEVELOPING AND PRINTING

QUALITY FIRST but QUALITY FAST

**D and P**

Guaranteed per return postal service  
**GWENT PHOTOGRAPHIC SERVICE**

Snatchwood Works, Pontypool, MON.  
Telephone: Talywain 355

C274



The newly formed Astrapharm-Hewlett Group of Companies uniting A. B. Astra of Sweden and C. J. Hewlett & Son Ltd. of Watford, with their combined facilities for pharmaceutical research and marketing are pursuing their policy of vigorous expansion by making the following appointments:—

#### Veterinary Sales Manager

This is an exceptional opportunity for a man preferably aged 30-35 years possessing the necessary experience to lead an established and successful veterinary sales team, and the ability to introduce new and highly ethical products to the Veterinary Profession.

#### Sales Promotion Manager

This position requires sound experience of ethical promotion, a creative mind and a high standard of administrative ability to ensure the smooth running of campaigns for the Pharmaceutical, Veterinary and Dental Sales Divisions.


These are virtually ground-floor opportunities to join the young executive team of a growing company. An excellent future is open to the man who can prove his ability by results.

Please write to the Managing Director giving full details of age, education, qualifications, career and salary, together with a recent photograph. Applications will be treated in strict confidence.

**Astrapharm-Hewlett**

King George's Avenue, Watford, Herts.

C 9895



**Synfoam SUPER**  
HONEYCOMB ALL-PURPOSE  
**SPONGE** FULLY SYNTHETIC

**STANDARD SIZE** (Approx. 5"x3½"x1½") Retail Price 2/10  
**LARGE SIZE** (Approx. 5½"x3½"x1½") Retail Price 3/9  
USUAL DISCOUNTS

Each Sponge in a 3-coloured transparent sleeve—Each dozen in 4-coloured show carton—12 dozens in Cardboard Box.

Obtainable from YOUR USUAL WHOLESALER or contact  
**FLETCHER & FARLOW LTD.**, Finsbury Court,  
Finsbury Pavement, London, E.C.2. Tel: MO'narch 6810

**"SYNFOAM SUPER" SELLS ON SIGHT!**

**Esbron** (REGD)  
**LUNG TONIC & TROCHES**

**For COUGHS, COLDS, CHEST & THROAT ailments and also for ASTHMA and BRONCHITIS.**

GET YOUR STOCKS IN NOW READY FOR THE AUTUMN DEMAND

Troches	(1/6)	3 doz.	9/-	Doz.	9/2
Mixture	(2/-)	3 doz.	12/9	Doz.	13/-
	(3/3)	3 doz.	20/8	Doz.	21/-

**BROOK, PARKER & CO. LIMITED**  
ASHFIELD, BRADFORD

**When conditions  
require the lowering  
of arterial tension**



**DETENSYL**  
Vegeto-Polyhormonic Hypotensor  
**is the  
treatment required**

**D**ETENSYL is another of the M.B.L. preparations which has been accepted by doctors in many countries. In various indications associated with blood pressure, regular administration restores normality. A small, periodic dosage is recommended for maintenance. DETENSYL contains mistletoe, liver, pancreas and lung substances. More than a palliative, it re-educates the endocrine glands, allowing them to resume their regulation of the arterial tension.

#### INDICATIONS

Conditions frequently associated with blood pressure, such as **Menopausal Disturbances, Arteriosclerosis, Sclerosis of the Kidneys, Persistent Cephalagia, Arthritis and Auditory and Ocular Troubles**, respond to DETENSYL therapy and almost inevitably disappear with the lowering of arterial tension.

**MEDICO-BIOLOGICAL LABORATORIES LTD.**  
LONDON S.E.25

Sole Distributors for the U.K.: **ARCHER LABORATORIES LTD.**, CARGREEN ROAD, LONDON, S.E.25

*We're both*  
**SECURE**

**SATISFACTION  
ON BOTH  
SIDES OF THE  
COUNTER**

For you... Guaranteed accuracy and breakdown of your totals by operator or department.  
For your Customer... a clearly printed listed and totalled receipt.

The Regna Cash Register is the machine with the smartest design—designed for smarter efficiency to give absolute security to your profits and goodwill.

**SPECIAL NOTE** to those who wish to double their turnover during the Christmas rush. Consult us now about the new low cost method.

### THE REGNA CASH REGISTER CO.

LONDON: 27 John Adam St. W.C.2. Tel: TRAfalgar 3351/4  
SCOTLAND: 109/111 Stockwell St. Glasgow, C.1. Tel: Bell 1614

Please rush full details of the money-saving REGNA CASH REGISTER together with a fabulously coloured leaflet.

NAME .....

ADDRESS .....



★ Different models from £65

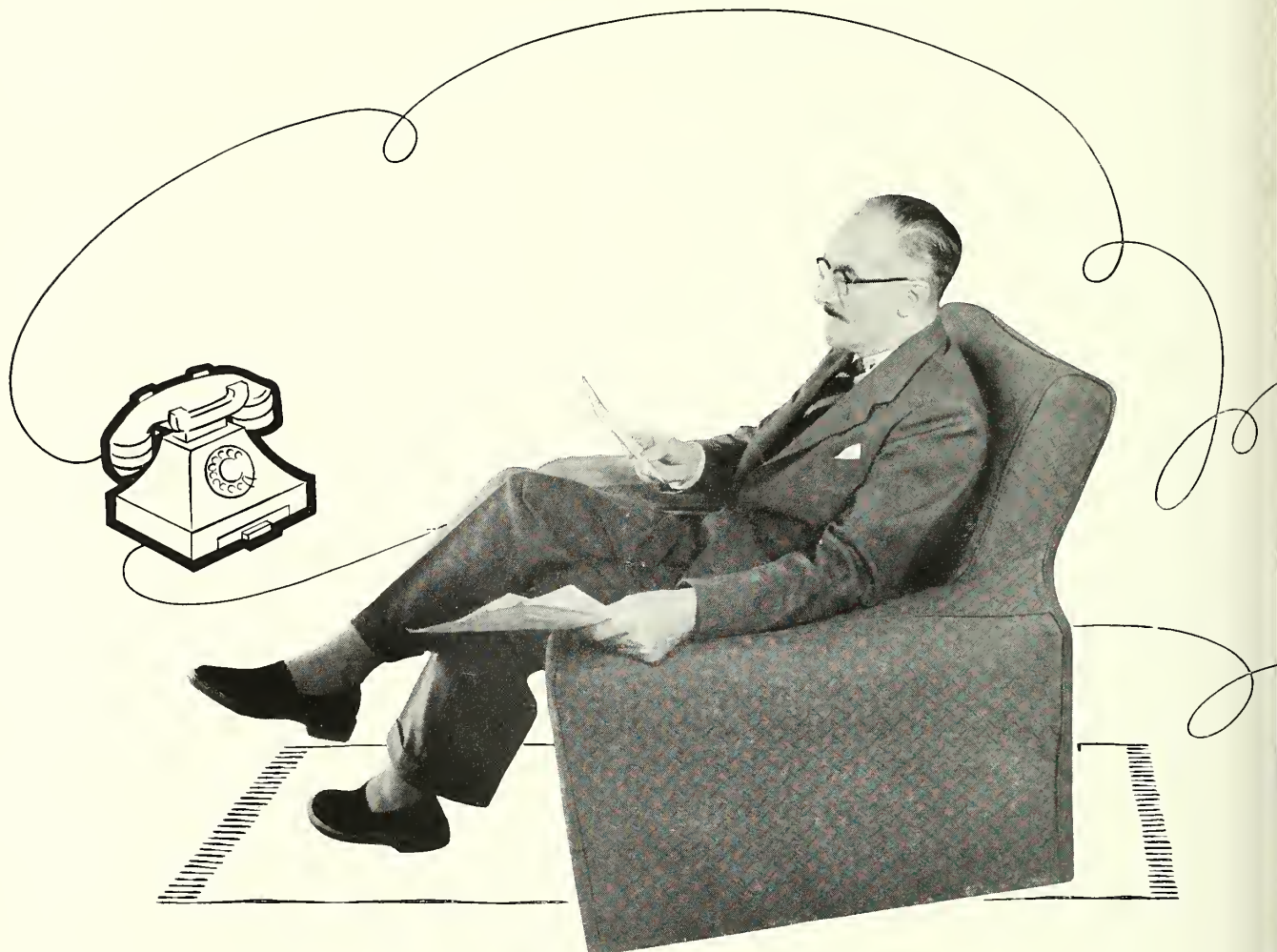
★ All machines guaranteed.

★ Agents, Service Departments and Branches in principal towns throughout the United Kingdom.

★ H.P. Terms available.

# REGNA

## CASH REGISTERS



## **This man works hard . . . .**

but he has found time to relax because he is not beset by the worries with which many men in business are afflicted. He used to make his own lines, but he has found it safer, more economical, and far less exhausting to have his ideas developed, manufactured and packaged by people who have been doing that sort of thing for years—successfully.

He went to COX of Brighton and discussed every detail of his established and new projects with their technicians—and they did the rest.

Now he finds more time to develop marketing opportunities at home, and abroad—greatly to his advantage.



**ARTHUR H. COX & CO. LTD.**  
**BRIGHTON · ENGLAND**

**Manufacturing, Packaging — the complete service**